WITH THE KEY ON THE COVER
OFFICE APPLIANCES
THE MAGAZINE OF OFFICE EQUIPMENT
FOUNDED BY GEORGE H. PATTERSON
EDITED BY EVAN JOHNSON
SEPTEMBER, 1914
C. K. Kimball, '14

This Book—Free to You—

will tip the balance between

Wasted Profits

You sell the article you make—say for a dollar. It ought to cost seventy cents to produce and sell. But it really costs seventy-nine cents—the nine cents shows thirty or forty leaks you don't know about.

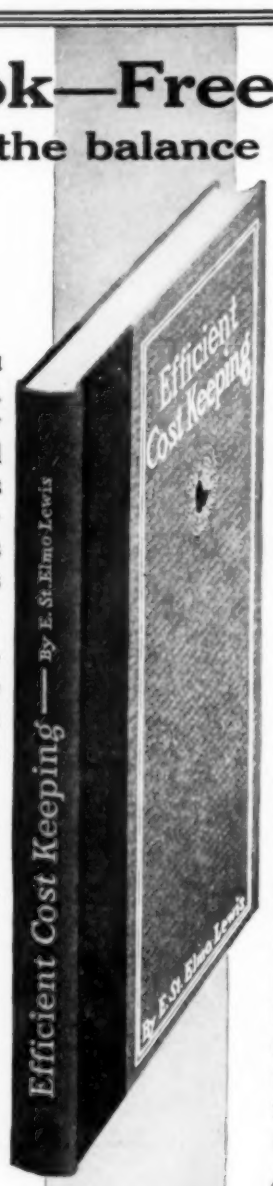
That nine cents of wasted profit doesn't do anyone any good—it's just a plain, economic waste.

It's a waste you cannot afford.

It's the waste that may be responsible for that passed dividend.

It's the waste that may have prevented you from paying good salaries and keeping your good men.

It's the waste that may break the business.



Saved Profits

Business is a *gamble* when you *guess*—and a *certainty* when you *know*. When you *guess* that an article costs seventy-nine cents, the chances are it *will* cost that much—or more.

When you *know* that it ought to cost seventy cents—why, then, you *make* it cost seventy cents and put into your pocket the nine cents of *saved* profit.

If you are manufacturing on a losing basis, it won't help you any just to increase your sales by tremendous and costly sales and advertising efforts. Few can raise prices. But all can *save* profits. *Saved profits* are the only *sure* profits.

Cost Keeping that Protects "Profits"

"*Efficient Cost Keeping*"—the book—is a guide to getting lower manufacturing, accounting and selling costs by efficient management, as well as a text book on cost keeping, cutting the cost of cost keeping and what to do with cost figures after you have them. It answers your question, "How can I protect my profits?"

It has 256 pages, adequately illustrated. Kindly request your copy, on your firm's letterhead. We will gladly send it postpaid, without charge or obligation.

BURROUGHS ADDING MACHINE COMPANY
39 Burroughs Block, Detroit, Michigan
European Office, 76 Cannon Street London, E.C., England

86 different Models in 192 Combinations of Features—$150 to $250 in the United States

GENUINE PIGSKIN BINDINGS
Jones Line
LOOSE LEAF DEVICES & SYSTEMS

Are You Ready to Quit Experimenting and Sell a Quality Loose Leaf Line?

—if so, the Exclusive Agency for the NEW JONES LINE will prove attractive to you.

NEW JONES CATALOG "A" —48 pages. Just off the press. A complete catalog describing a complete line, supplied in liberal quantities with dealers' imprint.

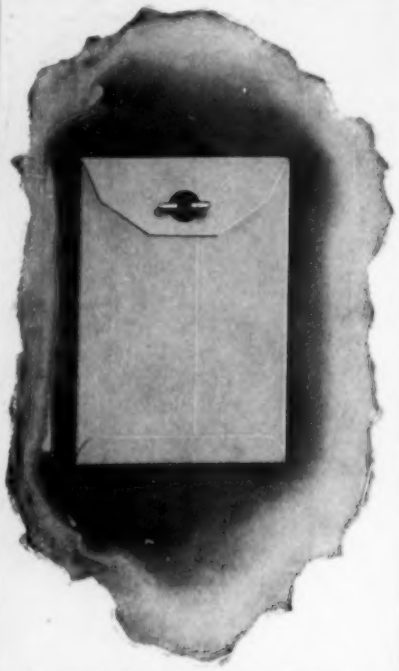
NEW BINDERS and SHEETS A great line of new sectional post binders at popular prices, two styles, top lock and end lock, four bindings, over three hundred stock numbers.

A NEW IDEA IN LOOSE LEAF MERCHANDISING —metal hinge binders, interchangeable covers. It means quick service with small investment. ASK US ABOUT IT.

WRITE TODAY FOR PROPOSITION. We have openings for some additional Jones agencies in live cities where we are not represented at present.

Wilson-Jones Loose Leaf Co.

CHICAGO and NEW YORK



Improved Double Metal Clasp Envelope

Feature These Envelopes

and get in line for your share of the profits resulting from their extensive sale in all parts of the country. No up-to-date commercial stationer can afford to be without them. If you do not carry a supply your competitor will jump in ahead of you and you will be the loser.

The Open End Tension

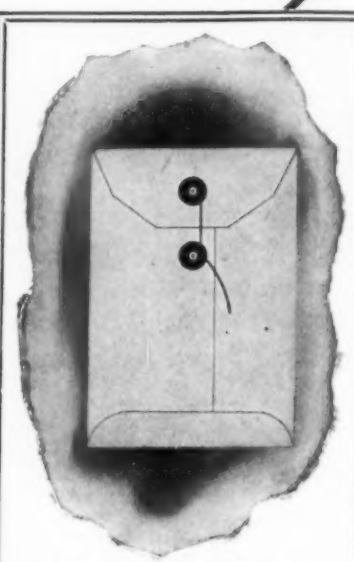
is a leader in every respect. It is being sold by the thousands every day. It is made in Jute, Kraft and Manila with a patent washer covering the eyelet inside of envelope to protect the contents.

The Improved Double Metal Clasp

is a favorite everywhere. This envelope is made with re-inforced washers on both sides of the flap which makes it much stronger than the old style with metal eyelet, and gives correspondingly better service.

Our complete line includes the best of everything in Tension Envelopes, Mailing Boxes, Document Envelopes, Clasp Envelopes, Filing Envelopes, Photo Mailing Envelopes, etc.

Write at once for your copy of our catalog, "Envelope Specialties."



Open End Tension Envelope

THE TENSION ENVELOPE COMPANY

PIONEERS AND ORIGINATORS

Salesroom: 296 Broadway, NEW YORK **Factory: Bush Terminal**

Selling Agents in Principal Cities

There Is A Reason

why our customers are still with us—

Our Prompt Service—Our Low Prices—Our Good Goods

We are giving all we can for what we get instead of getting all we can for what we give.

We lead in offering Special Money-Makers.

We assist the Dealer in every way possible.

We want your name on our mailing list.

Special Price List Now Out—GET IT.

YOUNG TYPEWRITER COMPANY

62 W. Madison Street, CHICAGO, ILLINOIS

A TYPEWRITER FOR EVERY USE
AND
FOR EVERY USER
This is true and only true of the
Remington Typewriter Line

THE Remington Line includes machines for correspondence and all the ordinary uses:

Machines for every variety of form and tabulator work.

Machines with adding and subtracting mechanism for billing, accounting, and every kind of work where writing and computing are done, either separately or in conjunction.

Machines for every width of carriage, to hold paper of every size.

Machines with special equipments required by the special needs of many different lines of work—railroad, insurance, banking, government and state offices, municipal tax offices and countless others.

Machines with every variety of type equipment demanded by every variety of user.

And lastly our latest machine, the Remington Junior, made on purpose for those who demand a lighter, more compact, more portable typewriter for the simpler uses.

No matter what the needs of the typewriter prospect, the particular machine he needs is in the Remington Line. It is *bound* to be there.

This "universality" of the Remington Line is one of the great Remington facts of today—a fact which has resulted, naturally, from the position of the Remington as the Recognized Leader among Typewriters.

Remington Typewriter Company
[Incorporated]

New York and Everywhere

10,000 Business Concerns

Are saving time and money by using

THE ACORN THEXTON ENVELOPE SEALER

Among these users are: Standard Oil Company, Western Electric Company, Colgate & Company, Welch's Grape Juice Company, American Tobacco Company, J. P. Morgan Company First National Bank of Chicago, Armour & Company, U. S. Department of the Interior, National Biscuit Company, New York Life Insurance Company, F. W. Woolworth & Company, Quaker Oats Company.

This machine has been on the market for years and has stood the test of time, invariably giving complete satisfaction. It seals the envelope neatly and quickly at practically unlimited speed, and the time and labor saved soon pays the entire cost of the machine.

Model No. 2

A Business Necessity

You cannot afford to send letters the old way when the **ACORN THEXTON** will seal your envelopes in a small fraction of the time formerly required, and seal them **properly.** The assurance of the mail going out in good condition is worth the price alone.

The Acorn Thexton Model No. 4 Electric Sealer

Seals 8,000 or More per Hour.

Seals every one better than by the old-time method. Counts each envelope and registers the number automatically as sealed, thus furnishing a thoroughly reliable check on the stamp account. Price, $60

The Acorn Thexton Model No. 2 Hand Operated Sealer

Seals 3,000 per Hour.

For use in offices where electricity is not available or where the mail is limited and extreme speed is not essential. Does the same class of work as our No. 4 Electric Sealer. Sells for only $25.

Ten Days' Tria FREE

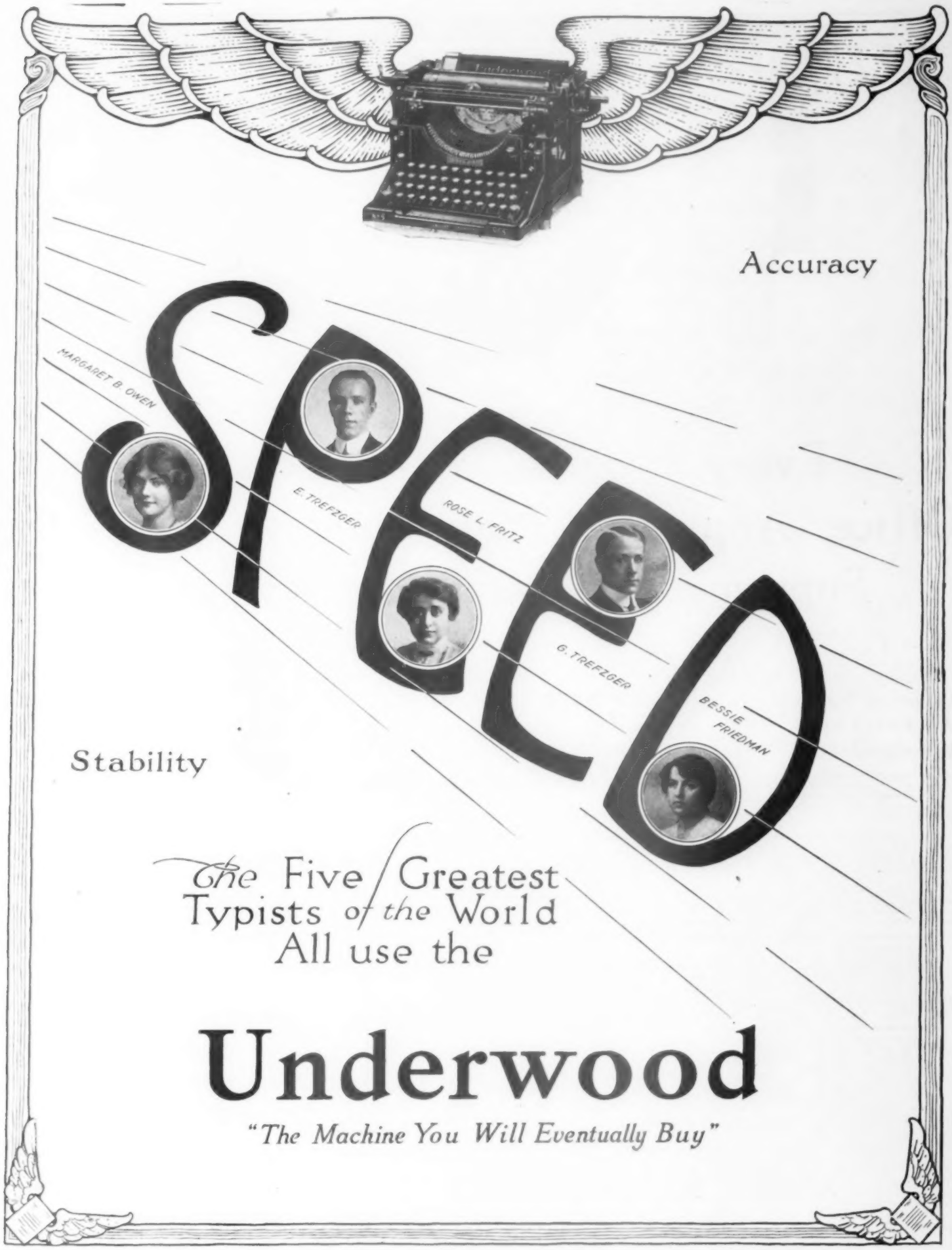
We will send an **ACORN THEXTON** Sealer on ten days' trial and you can judge its merits for yourself. After using it once you will want it always.

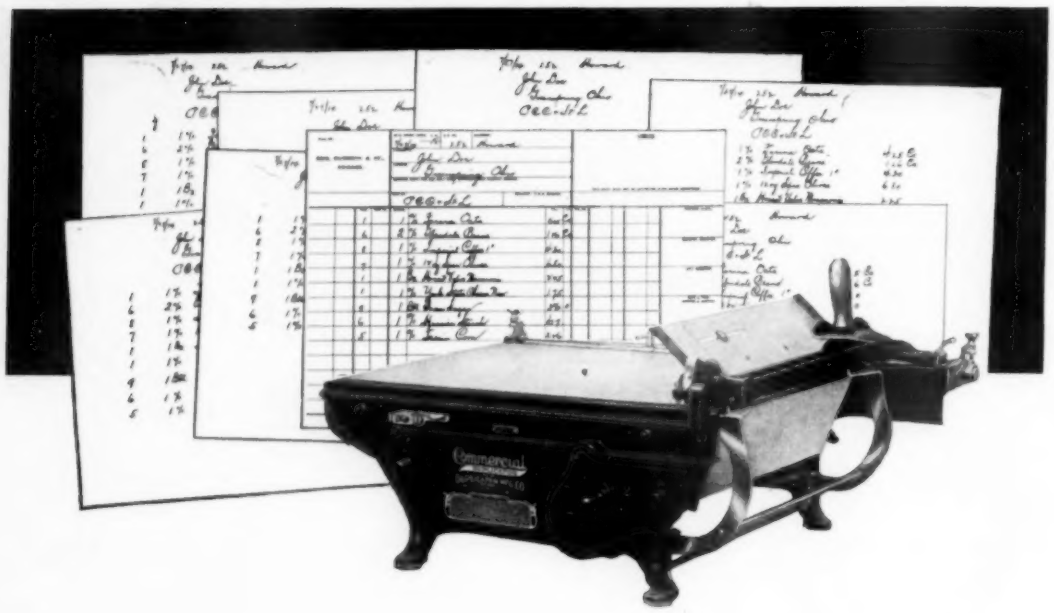
DEALERS AND AGENTS:

We have a proposition which will prove a money-maker for you. Write for descriptive matter and complete information.

ACORN BRASS MANUFACTURING COMPANY

432 So. Clinton St. **Chicago, Illinois**


Accuracy
SPEED
MARGARET B. OWEN
E. TREFZGER
ROSE L. FRITZ
G. TREFZGER
BESSIE FRIEDMAN
Stability
The Five Greatest Typists of the World All use the
Underwood
"The Machine You Will Eventually Buy"



Every Progressive Business *and* Office Appliance Man Should Know the Supreme Duplicating Advantages of

The Commercial DUPLICATOR

Commercial Duplicator ADVANTAGES to Business Men

are without exaggeration, more general and far-reaching than are the advantages of **any other** device commonly used in the modern office.

This statement is one which can be easily verified and any man or firm who has discarded old-fashioned methods of copying and re-copying office, shop, factory or warehouse Orders or other Forms **by hand** or carbon and installed the Commercial Mechanical **Process** will be the first to tell you that this is **true.**

A Commercial Duplicator in your office will never be idle. It will reproduce any of these originals from 1 to 100 times, on any grade of paper, in one or more colors without re-writing.

—**Orders of all kinds.**
—**Invoices for any business.**
—**Bills of every description.**
—**Department Charts.**
—**Special Bulletins and Reports**
—**Statements**
—**Architect's Specifications**
—**Drawings—plain or in colors**
—**Engineer's Specifications**
—**Special Price Lists**
—**Stock Sheets**
—**Inventory Sheets**
—**Accounting Forms**
—**Sales Instructions**
—**Card Records**
—**Tags and Labels**
—**Real Estate Abstracts**
—**Legal Briefs and Abstracts**
—**Prospectuses**
—**Examination Blanks**
—**Demonstration Wanted**
—**Send Book**

Write today for Free Booklet or Demonstration.

He should **know** that it is no longer necessary for Orders to go through the old-fashioned hand process of carbon copying before they can be distributed, assembled and shipped—

He should **know** that the employment of many typists for this work is no longer necessary; he should be able to talk intelligently regarding Commercial Mechanical Duplicating Service, in facilitating the routing, handling, assembly and shipment of orders—

Sprague, Warner & Co., Wholesale Grocers of Chicago, use **two** machines, handle from to 1,200 Orders every day, make an average of 7 Department Slips from each Order as it comes in—and save thousands of dollars **by avoiding the necessity of rewriting.**

Simmons Hardware Co., St. Louis; George A. Kelly Co., Wholesale Druggists, Pittsburgh, and many other prominent wholesale and jobbing concerns report **savings by this process that are almost unbelievable.**

If any part of **your** Office, Warehouse, or Stock-Room System requires the accurate and speedy reproduction of from 1 to 100 copies of orders or other Business Forms—or if you merely want information regarding this new and better method of securing such copies, we will gladly give you full particulars upon request. Address:

Duplicator Manufacturing Company

1173 Monon Building, Chicago **1553 Hudson Terminal, New York**

Commercial Duplicator ADVANTAGES to Salesmen

—are exceptional.

—As a sales proposition, no Office Equipment Device offers greater profit certainties than the Commercial Duplicator.

—No device is so necessary to the efficiency and economy of modern sales organizations.

—No device ever produced was ever received so enthusiastically by up-to-date business men and firms, and

—No device for the quick, accurate and economical duplication of Business Forms has ever been able to produce savings so great, so lasting and so **genuine** as the Commercial Duplicator—consequently—Commercial Duplicator Salesmen are in the enviable position of being able to meet and do business with **big men.**

There are a few open territories in which we can now place experienced office specialty salesmen. To men who have been successful in the sale of Adding Machines, Dictating, Typewriting or Multiple Printing Machines or to men now holding inside positions who are familiar with accounting or general office systems, we can make an exceptional proposition.

Write, giving full particulars regarding your past or present connections, and we'll send all the details of our Field Plan.

LOOK AT THIS BUNCH OF TYPE SHUTTLES!

EACH ONE CARRIES A DIFFERENT STYLE OF TYPE OR LANGUAGE. ALL OF THEM, and many more, CAN BE USED ON THE SAME MACHINE.

"JUST TURN THE KNOB"

and change *instantly* from one style of type, or one language, to another.

TAKES ANY WIDTH OF PAPER.

MOST DURABLE TYPEWRITER MADE.

ANY TWO STYLES OF TYPE CARRIED AT ONCE.

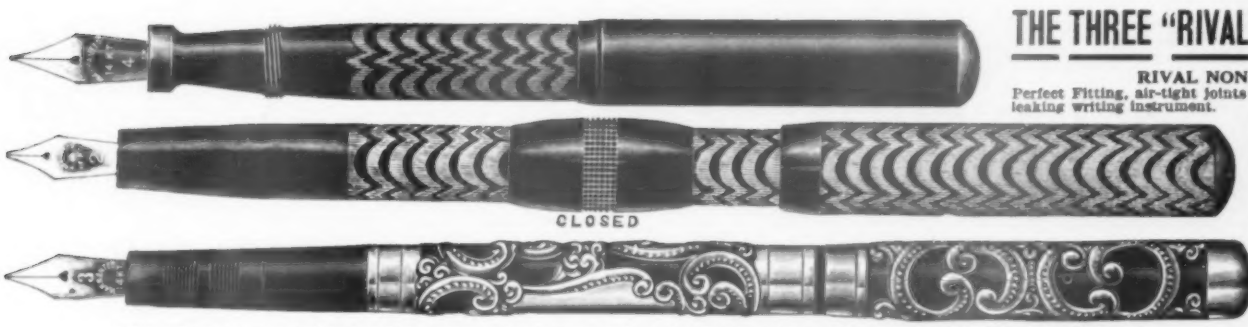
ALIGNMENT PERMANENTLY PERFECT.

SIMPLEST CONSTRUCTION.

MOST PORTABLE.

THE HAMMOND TYPEWRITER COMPANY

69th Street and East River NEW YORK, N. Y.



THE THREE "RIVAL" FOUNTAIN PENS

RIVAL NON-LEAKABLE
Perfect Fitting, air-tight joints form a perfect, absolutely non-leaking writing instrument.

NEW RIVAL SELF-FILLER
Pen is filled by simply turning the collar in center of barrel to opening. Press hard rubber bar, release and pen is filled. No metal parts to corrode or to rot rubber sack. Has all the good, reliable features to be found in any of our pens, plus the special advantage just mentioned.
Made in three sizes: No. 22, No. 23, No. 24. Plain, Chased and Gold Mounted. RIVAL No. 3 with Gold or Sterling Silver Filigree Mounting for Holiday and Fine Trade.

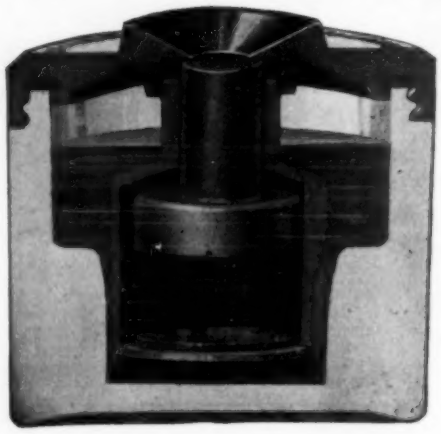
Catalog Illustrating our full line and giving Prices and Discounts will be sent to Dealers on Request. WE GUARANTEE EVERY PEN

D. W. BEAUMEL & CO., Inc. Office and Factory, 35 Ann St., NEW YORK
FOREIGN TRADE SOLICITED

KNOWN THRUOU T THE LAND

Sengbusch Self-Closing Inkstands

The latest improved Sengbusch self-closing inkstand with the larger dip opening represents the latest and best achievement in inkstand manufacture. It permits the use of extra large pens, affords a slanting dip, and inks pen heavier but not too heavy. It is the inkstand par excellence.



Sengbusch inkstands furnish absolutely fresh ink at every dip of the pen from the center of a closed well and not from an exposed cup which allows evaporation and is a receptacle for dust. An evidence of their quality is the fact that the U. S. Government is now using more than twenty thousand of them.

Write at once for description of the latest Sengbusch Inkstand. It offers unusual opportunities to dealers.

SENGBUSCH SELF-CLOSING INKSTAND CO.

400 Stroh Building **MILWAUKEE, WISCONSIN**

NOW IS THE TIME
CLEAN UP—GET IN TOUCH

WITH THE LINE THAT

Goes

ESTABLISHED 1879

SPECIALISTS IN BLANK FORMS FOR

Stock Certificates · Bonds · Diplomas · Checks · Mortgage Notes · Insurance Policies

Ask about **Goes Corporation Record** *The Best Ever*

129 STYLES LITHOGRAPHED CALENDAR PADS FOR 1915

GOES LITHOGRAPHING CO. CHICAGO.

WM. F. KROHMER, PREST.

SAMPLES AND PRICES ON REQUEST

The NEW ROYAL MASTER-MODEL 10

"THE MASTER MACHINE that need not be traded out"
FEATURE No. 7

THIS *typewriter masterpiece, the New Royal "10,"* was created to meet the modern demand of ***"BIG BUSINESS"*** for the typewriter that *need not be traded out.* So fast is the strenuous pace of modern business that there is no longer time or logical reason to "trade out" periodically machines made of iron and steel. And the expense of it in the aggregate is enormous!

Built for "Big Business" and its Great Army of Expert Operators

"Big Business" demanded a typewriter of *long-term service,* that must improve the *presswork* and stand the modern "grind" at high speed for years without trading out. For years, men who have done big things—heads of great corporations and far-seeing executives have been asking: "Why is it ***necessary*** to trade out typewriters every little while? Is it because they have been ***built*** to be traded out?"

The ***ANSWER*** to this big question is the new Royal Master-Model 10, which is built for ***long-term service,*** not to be "traded out."

We believe the No. 10 Royal will outlast any other writing-machine in the world. *It will stand the grind.* **Turn the machine sideways and you can see daylight right through it. Mark the absence of complicated mechanism. It's what you don't find there—a 1,000 working-parts less-than-others—that proves the Royal's durability. Here at last is the master-machine—the typewriter that won't "die young!"**

Get the Facts!

Send for the "Royal Man" and ask for a ***DEMONSTRATION.*** Or write us direct for our new Brochure, ***"Better Service,"*** and a beautiful Color Photograph of the new ***ROYAL MODEL 10—"THE MACHINE WITH A PERSONALITY"***—Read our advertisements in *Saturday Evening Post, Collier's, Everybody's, System, Cosmopolitan, Hearst's, Business, Metropolitan, McClure's,* and many more! "Write now—right *now!*"

Price $100

In Canada $125

ROYAL TYPEWRITER COMPANY, Inc.
Royal Typewriter Bldg., 364-366 Broadway, NEW YORK
Branches and Agencies the World Over

11th Annual NEW YORK BUSINESS SHOW and EFFICIENCY EXPOSITION

69th Regiment Armory, Lexington Ave., 25th and 26th Sts.

October 26th to 31st, Inclusive

Everything points to a gigantic impulse in American trade and prestige. This New York Business Show comes at a most opportune time for American manufacturers of Business Equipment. A few good spaces are still available.

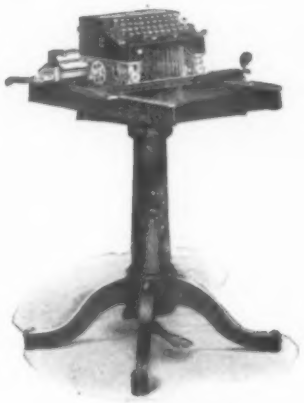
Now Is the Time to BOOST

ANNUAL BUSINESS SHOW COMPANY

FRANK E. TUPPER, President

150 Nassau Street NEW YORK

Model T



ELLIOTT-FISHER

Visible Writing Machines

with the Flat Platen are Built to do Different kinds of Work and Each Machine is Specially Constructed to do its own kind.

Because Elliott-Fisher Machines are Built for Specializing Each Does its Own Particular Work Better than a General Machine that is "Jack of all Trades" can do the Same Work.

This is Why Elliott-Fisher

Billing Machine is best for Billing;
Order Entry Machine is best for Order Writing;
Manibilling Machine is best for making Many Copies;
General Purpose Machine is best for Tabulating;
Freight and Way Billing Machines are best for Railroad Work.

This is why Elliott-Fisher Book Recording Machine is the *Only* Machine for Writing in Sewed-Bound Books.

This is why Elliott-Fisher The Bookkeeping Machine is the *Only* Machine that Will Write on Ledger Pages Without Taking the Sheets or Binder from the Machine and Will Write and Add or Subtract at the One Simple Operation.

And it is the Flat Platen that makes all this possible

Elliott-Fisher Machines Can be Built to Specification to do Kinds of Work That are Peculiar to any Particular Kind of Business.

Elliott-Fisher are the Only Writing and Writing-Adding-Subtracting Machines with the Flat Platen.

ELLIOTT-FISHER COMPANY

92 Cedar Street Harrisburg, Pa.

LONDON OFFICE:
75 Cannon Street, London, E. C.

DORNETTE DESKS

(Patent) Typewriter Desk

Machine needs no fastening.

Extremely Popular With Office Furniture Dealers

Made as fine as the best kiln-dried hardwoods and skilled workmanship can make them.

Write for Catalog

THE J. DORNETTE & BRO. CO., Cincinnati, Ohio

Your Safeguard and What It Means

When you receive a new typewriter from the factory, you feel safe in the guarantee which comes with it. The manufacturers of the machine stand back of it and agree to remedy any manufacturing defect which appears within one year from the date of purchase. Here is the application. During the past month, and especially while the Chicago business show was going on, a number of dealers visited the factory of the Rebuilt Typewriter Company and witnessed the process which enables us to give with each

Retyco Rebuit Typewriter

as broad and iron-clad a guarantee, reproduced herewith, as is offered by the original manufacturers of the machine. We thank these dealers for the courtesy of their visits.

WE GUARANTEE THIS TYPEWRITER FOR A PERIOD OF ONE YEAR

Rebuilt Typewriter Company

Plymouth Building Chicago, Illinois

Factory: 312-328 North May Street

THIS GUARANTEE IS TRANSFERABLE

We hereby Guarantee_____typewriter

Model No._____, Serial No._____for a period of one year. We further guarantee the title to the above machine and should any part prove defective, platen excepted, in this machine within one year from date hereof, not caused by misuse or neglect, we will, upon delivery of the machine, or part to us, remedy such defect free of cost to the owner of said machine.

REBUILT TYPEWRITER COMPANY

Date_____ _____ PRESIDENT

We invite you, too, to read our guarantee, backed by a reputation for years of successful business. That means business which benefits dealer and manufacturer alike. Also, we invite you to visit our factory and see why we are so confident of our ability to give you unsurpassed quality and service.

And, by the way, have you our latest stock list? If not, write for it today.

REBUILT TYPEWRITER COMPANY

Sales Office: 417 South Dearborn Street **Factory: 312-328 North May Street**

CHICAGO, ILLINOIS

Oak Upright Storeag Case
No. 821 Letter Size
No. 822 Cap Size

Low Priced Oak Upright Cabinets and All-Wood Storage Cases

All-Wood Storage Case—Oak
No. 890 Bill Size; No. 891 Letter Size; No. 892 Cap Size

All-Wood Storage Cases—Oak
Above Stack Cons sts of Four No. 891 V. L. Storage Cases and a No. 891 Leg ase

Two New Globe-Wernicke Lines

The No. 821 V. L. Upright Cabinet is substantially built of plain oak, with medium color, gloss finish. The sides are trimmed flush, so that two or more cabinets can be set closely together, forming a solid appearance.

The interior of the files is of hardwood, and each file is fitted with a follower block to hold the papers upright. The files slide on polished steel glides, and operate smoothly even when heavily loaded.

The leg base is a part of the cabinet, an economical feature, as a base is usually an extra expense.

The cabinet stands 52½ inches high, and has a a capacity of 20,000 letters.

The No. 891 Line of Wood Storage Cases combines strength and quality with low price, and will find a rapid sale among particular buyers.

Each case is equipped with interlocking devices, label holder, and heavy steel handle, fastened with bolt and nut, the nut being countersunk.

The drawers are mounted on smooth steel slides, which permit smooth running. The case is usually used without rod and follower, but is fitted with a simple device, by means of which, if so desired, a rod and follower can be attached quickly and easily.

Prices on Application

The Globe-Wernicke Co.,

Mfrs. of Sectional Bookcases, Filing Cabinets, Wood and Steel, Safes and Stationers' Goods

FACTORY, CINCINNATI

The Globe-Wernicke Factory is the largest of its kind in the world. Ground area, 15 acres. Floor space over 20 acres.

THE FEDERATION OF TRADE PRESS ASSOCIATIONS

The Federation of Trade Press Associations includes in its membership 250 of the leading class, trade and technical publications of the country.

Its members employ over six thousand specialists in every profession and industry.

It represents a capital investment in its own business of over $40,000,000.

Its publications are read by millions of subscribers constituting the bone and blood and sinew of our country's technical and commercial development.

Its work represents an expenditure for labor and executive detail of $37,000,000 annually.

It stands for Truth and Honesty in Circulation and Advertising—and the Highest Ideals in Business and Publishing Ethics.

Manufacturers, Sales Managers, Advertising Men, Editors and Publishers

Bear In Mind

The Annual Convention

OF

The Federation of Trade Press Associations

AT THE

CONGRESS HOTEL
CHICAGO

Sept. 24, 25 and 26, 1914

THREE days which will be given over to a discussion of questions vital to the publishers and advertisers of the country. Three days, during which there will be several big guns and a lot of grape fired at many existing advertising and publishing fallacies. Three days of united effort to furthering the efficiency of Business Building through the Business Press.

This convention will interest the manafacturer, sales manager and advertising manager, as well as the editor and publisher. Your interests are interwoven with those of the Business Building Press.

So come and bring several members of your sales force with you. It will be a profitable investment of time.

For Further Information Address

E. R. SHAW, Chairman Committee on Arrangements
537 South Dearborn Street, Chicago

THE FEDERATION OF TRADE PRESS ASSOCIATIONS

F. D. PORTER, President
Chicago

JOHN CLYDE OSWALD, Vice-Pres.
New York

E. E. HAIGHT, Sec'y-Treas.
Chicago

At Last!!

A Complete, Durable and Reliable Pencil Pointer

THE BALLOU

The BALLOU is not a USER-UP of pencils but a PENCIL SHARPENER and TIME SAVER

—It has PARALLEL TWIN SPIRAL CUTTERS, producing INVOLUTE CONCAVE points, **an entirely new principle in pencil pointing,** which lengthens the life of the lead 100% without resharpening.

—It sharpens pencils of any size.

—It produces points of any length and size.

—It sharpens crayons and lead points equally well.

—It produces various shaped points at will by means of a "STOP" which regulates, indicates and limits the cutting action.

—It accurately measures the pencil point before sharpening, which automatically and absolutely prevents more of the pencil being cut away than is necessary to sharpen the point; consequently there is NO NEEDLESS WASTE of the pencil.

Guaranteed

Accurate

Rapid

Durable

Reliable

Price

$7.50

Complete

Comprehensive

Economical

Efficient

Correct

Price

$7.50

Should any of our cutters become dull at any factory, we will resharpen or furnish a new time within three years from the time they leave our set, provided the dull set is returned to us prepaid.

Why We Guarantee Our Cutters

—The steel we use is specially made for us and RETAINS a keen cutting edge SEVEN and ONE-HALF TIMES LONGER THAN ANY KNOWN MAKE.

—The spiral angle of the cutting edge travels in perfect relation to the speed of the cutters and revolution of the pencil.

—The correct angle of teeth forms keen edges, which insures clean cutting and avoids scraping.

—The simultaneous revolution of pencil and cutters, the peculiar swinging action and variable position of pencil point between the PARALLEL TWIN CUTTERS, all tend to prolong the life of the cutting edges.

—Don't try to shave with a DULL razor. Don't try to sharpen pencils with DULL cutters. One breaks the skin—the other breaks the points. If you want a clean job, USE SHARP TOOLS

DEALERS This is your opportunity to make more money on a basis of satisfaction to the user. WRITE AT ONCE for quantity discounts and full particulars.

BALLOU MANUFACTURING CORPORATION

109-111 Leonard Street, NEW YORK, N. Y.

You Are Invited to Exhibit and Sell Your Goods At CLEVELAND BUSINESS EEFICIENCY EXPOSITION

The Coliseum, November 14-21, 1914

Members of Cleveland Chapter, American Institute of Banking, Who Are Holding the Show, Plan to Bring Business Executives from Many Cities to the Exhibits. Read the Plan.

Northern Ohio Can Absorb More Business Equipment and Supplies

Northern Ohio, a rich and fast-growing community of 3,600,000 population and more than 50 manufacturing cities, is using a vast amount of business equipment, but can absorb more. In Cleveland alone, (population 700,000), 50,000 pounds of good print paper are used daily and 15,000 typewriters are running.

Manufacturers, producers and dealers, who market business apparatus, are offered the chance to introduce and sell to the executives of this active commercial community by exhibiting at Cleveland Business Efficiency Exposition.

Many manufacturing industries, wholesale and retail stores, jobbing, contracting and mail order houses and office businesses are located here. Factory output of Cleveland increased more than 50 per cent in ten years. Cleveland banks hold one-third of Ohio savings deposits.

CUT THIS OUT AND MAIL IT

CLEVELAND CHAPTER, AMERICAN
INSTITUTE OF BANKING,
423 Rose Bldg., Cleveland.

You may send me information, floor plan and terms in regard to the Cleveland Business Efficiency Exposition.

Name .....

Address .....

Business .....

Department of Graphic Arts, Advertising and Printing

A department of ample size will be devoted to the display of advertising, commercial art and fine printing.

Managed by Men of Influence in the Community

The exposition is being held by Cleveland Chapter, American Institute of Banking, comprising more than 400 men active in Cleveland bank work and having the confidence of business men.

Men in Ohio Banks Will Co-operate to Find You Prospects

In each Northern Ohio city the banking fraternity will assist in getting business men to attend the exposition.

Are You Going to Get Some of Their Business?

These prospects will want to be shown apparatus and methods to eliminate waste and promote economy and efficiency. Be on hand to show and to sell them. Cut out the coupon and mail to us. Let us tell you more about the details.

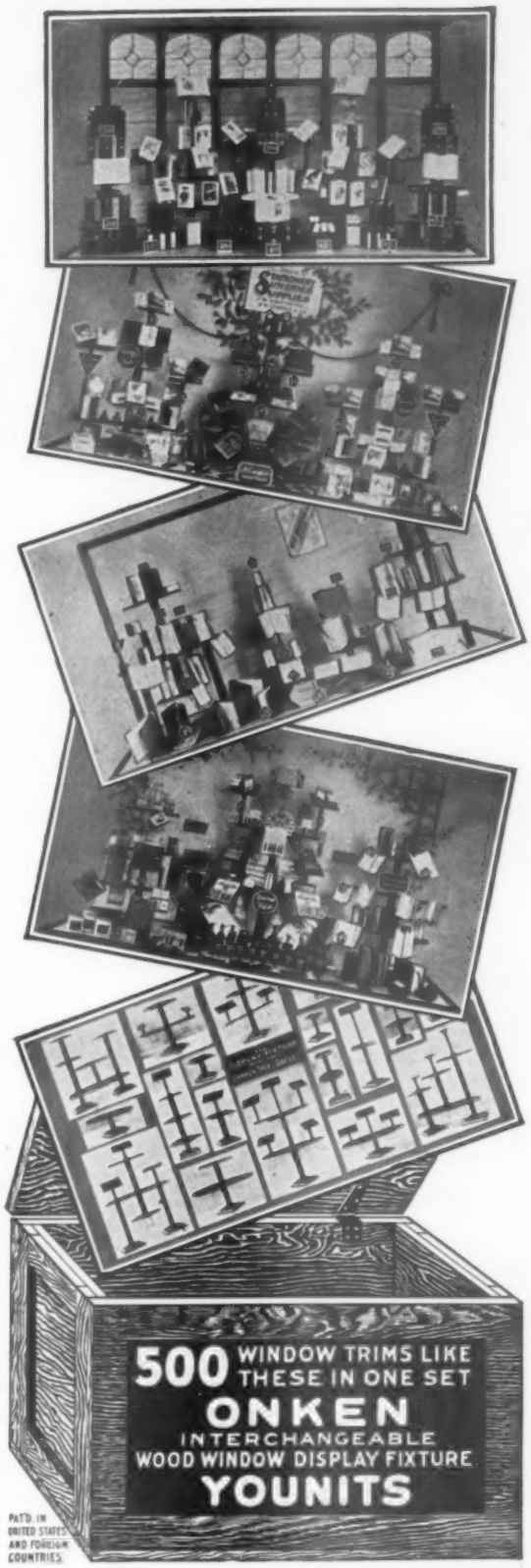
Exposition to be held in the Coliseum, a large downtown hall adjoining Euclid avenue. Good arrangements of floor space, fine decoration, daily entertainments.

Cleveland Chapter, American Institute of Banking

423 Rose Building **CLEVELAND**

OUR NEW CONSTRUCTION: THE FIXTURE WITH "THE SUNKEN STEEL SOCKET." THERE ARE NO SCREWS SCREWING INTO WOOD

500 Window Trims Like This.



The Storage Chest. The 89 YOUNITS that make up this set are put up in a HARDWOOD, HINGED LID STORAGE CHEST (oiled finish). A good place to keep any part of the set that is not being used.

Stock Carried In
Cincinnati, New York, San Francisco and Canada.
Address all correspondence for above points to Cincinnati, O.

Now!

A complete set of wood Window Display Fixtures for the

Stationery Trade

So complete in every detail that you can make over 500 distinct Window Trims with this one set. This will keep your window in good Trims for the next dozen years, for

$27.50 Net

F. O. B. Cincinnati, New York or San Francisco
Write for particulars
and special
Catalog
No. 20
You then can order through your jobber or direct

Foreign distributor:
Australia—Chas. Ritchie, Sidney, Australia
Write above for foreign prices

THE OSCAR ONKEN CO.

242 Fourth Ave.,

Cincinnati, Ohio, U. S. A.

"Y and E"

"Simply Transfer the Folders"

"Your Direct Name System of Filing has taken the sting out of the transferring period."

And the writer meant every word of that, for transferring correspondence filed by this "Y and E" Direct Name System is a snap.

Simply move your folders from one drawer to another.

The sale of Direct Name supplies increases every month. Prepare for transfer orders.

Follow carefully this series of announcements on the value of this "Y and E" Direct Name System.

YAWMAN AND ERBE MFG. CO.

Main Factories and Executive Offices

ROCHESTER, NEW YORK

"Leaders of the World" in Filing Devices and Office Systems—Wood and Steel

By invitation member of

NEW YORK U.S.A.

THE AULT & WIBORG CO'S

OUR AMBITION

is to make the best Typewriter Ribbons and Carbon Papers in the world—not once, nor twice, but every time and all the time.

Our customers tell us we are doing that very thing—right now.

We will be glad to prove this to you

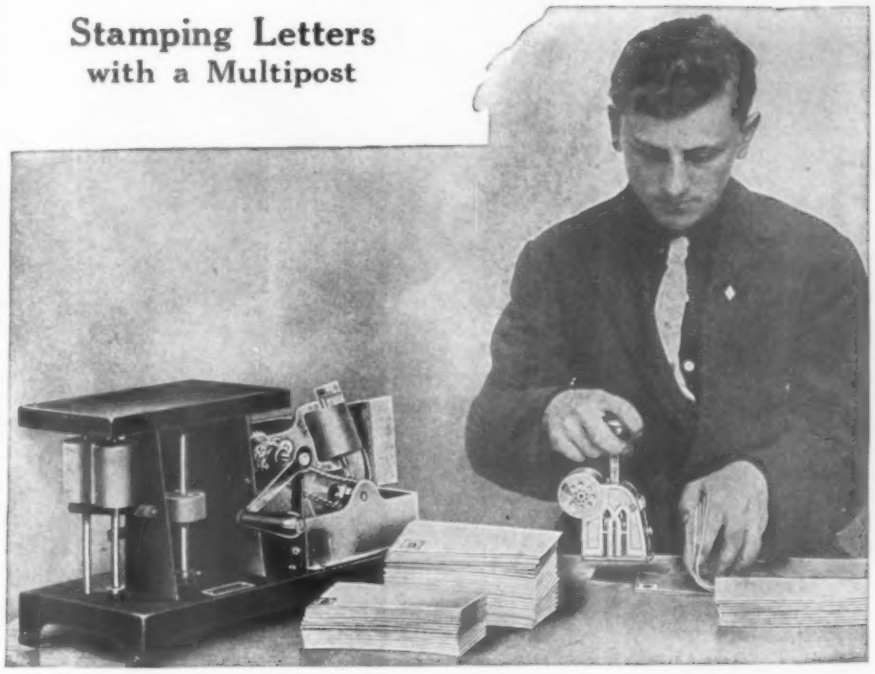
RIBBONS & CARBONS

THE AULT & WIBORG CO.—Factory, Cincinnati, O.

Branch Houses in the Principal Cities

MULTIPOST YOUR MAIL

Stamping Letters with a Multipost



WHEN you buy a Multipost you obtain not only the very best in material, workmanship and design, but you are ***assured*** continued service.

Every Multipost is a stamp affixer, but every stamp affixer is not a Multipost.

Guarantees can be given by anyone but it requires a successful business to make good. The Multipost Company fully realizes that it is the service which the purchaser gets out of a machine that makes its value to him. The makers of the Multipost, therefore, have established a reputation for ***ability*** and willingness to give this service. Nearly 20,000 users of the Multipost are receiving satisfactory service.

There are more Multipost Stamp Affixers in actual use than have been made by all others together.

THIS MULTIPOST PAIR

Make an excellent equipment for the Mailing Department, and will enable the operator to do the work much easier and in less time.

The Multipost Stamp Affixer and Accountant stamps three envelopes while you stamp one. It actually saves four operations. Besides this it will pay for itself by the stamps it saves. You can't get a stamp out of the Multipost without it being recorded. It protects your stamps like a bank protects your money.

The Multipost Model O Sealer has proven a success and is giving satisfaction to hundreds of users. It has no wicks, felt or pads, but is all metal, made of highest class material and workmanship. "Multipost" quality and guaranteed service.

Handles any size mail up to and including that requiring four cents first-class postage. The designer profited by experience of all others and eliminated all objections heretofore found in machines of this type.

STATIONERS: GET MULTIPOSTED!

The reputation proven and established by the Multipost Company for the quality of its products and the maintaining of its guarantee, now makes it possible for stationers to carry these machines. No stationer need have a fear of sustaining a loss through such an investment.

Sealing Letters with a Model O Sealer

MULTIPOST COMPANY

35 Allen St. Rochester, N. Y.

CANADIAN MULTIPOST CO., Ltd., Toronto, Can.

No. 1052RP610½

QUALITY + SERVICE

Everything that can be done to increase the *quality* of our product at a *lower cost* to you—plus the promptness and service that are really *valuable*—is being done by experts—the same experts that made the Ford & Johnson Company's products the *standard of excellence* of the world.

The famous *bolted construction* originated by the Ford & Johnson Company—the *dowel* construction—finest material and lots of it—expert workmanship—unequaled finish—are all being used and no efforts spared to *improve* the *methods* used and the *results* obtained by them—the best in the chair making industry.

Giving better value means more and better business.

Efficiency from the start to the finish in the construction of chairs means *time saved* and time saved means the *lowering of costs* for a correspondingly high *quality*—a greater *value*.

Midland Chairs are *"quality"* chairs—the kind that *boost* your *sales* and *profits*—just the kind you would build *yourself* if you wanted something better and knew how.

Our fall line includes a number of new and handsome designs that are worthy of your careful consideration.

No. 1052L53

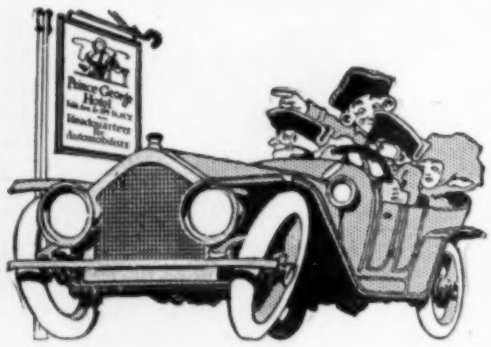
Midland Chair and Seating Company

Michigan City, Indiana

Successors to **The Ford & Johnson Company**

Successors with a determination to render superior service, prompt deliveries and the best quality of product.

Prince George Hotel



George H. Newton, Manager

Formerly of

FIFTH AVENUE HOTEL, New York

FIFTH AVENUE and 28th STREET **New York**

ONE OF THE MOST BEAUTIFULLY APPOINTED HOTELS IN NEW YORK

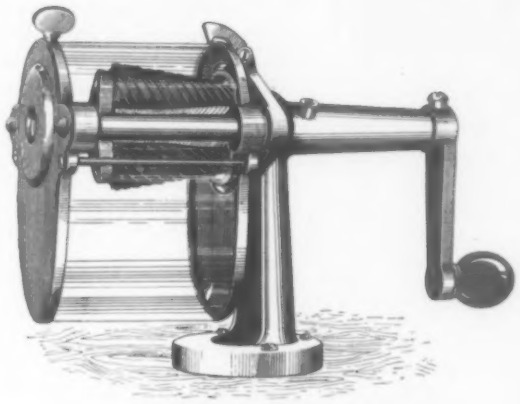
800 Rooms

Every bedroom equipped with bath and shower. All Modern Conveniences. Cuisine Unexcelled. Prices Unequalled. In the Center of Shopping and Theatre District. Elevated and Subway Station One Block Distant.

ROOM AND BATH, One Person - - - - $2.00 and Up
ROOM AND BATH, Two Persons - - - - $3.00 and Up
PARLOR, BEDROOM AND BATH - - - - $5.00 and Up

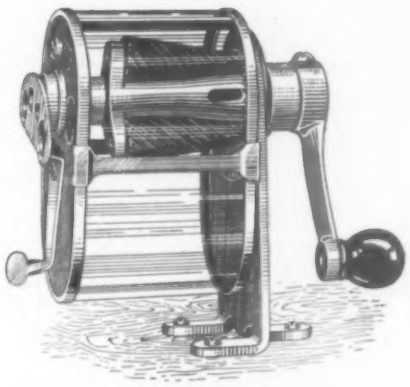
BOSTON
PENCIL POINTER

Never Breaks The Lead



Model B, $4.00

Every Point In Its Favor



Model F, $2.50

These two models enable a dealer to supply every demand and give his customers the best that can be produced. Thousands are in daily use and we have yet to learn of a dissatisfied user.

BOSTON SPECIALTY CORPORATION

261 Broadway New York

The "Sanitary" Eraser

MR. DEALER:—

This is a line of erasers that you should put in stock without delay. We are advertising them extensively, always with the request to buy from you. The popular price of 10¢ each, when merit is considered, makes them ready sellers.

THE SANITARY ERASER receives, at its open end, a strip of rubber ⅛ inch thick, of a width and length that of the holder.

By slight pressure at the loop end, clean rubber is fed down until used; its narrow edge allows a letter or line to be erased without defacing another. **Two rubbers of best quality are made; one for typewriter and ink, one for pencil.**

Attractively finished; Easy to Operate and "They Always Work"

The illustration, at the right, is a reproduction of the two color display attached to each carton containing 12 erasers, each in an individual box. This manner of packing makes a very attractive display and keeps the goods always neat and clean, as well.

Write for samples and prices

ADVERTISED PRODUCTS—LIBERAL DISCOUNTS

THE O.K. MANUFACTURING CO.
Syracuse, N. Y., U.S.A.

Stationers' Specialties. Sole Licensors and Makers of

O.K. TRADE MARK REG. U.S. PAT. OFFICE

The "SANITARY" Patent Eraser
The "RIES" Patent Letter Opener
The "WASHBURNE" Patent "O.K." Paper Fastener

L. & C. HARDTMUTH, LTD., KOH-I-NOOR HOUSE, LONDON, ENGLAND.
Sole Agents for Europe, Asia, Australia, New Zealand and South Africa.

GENERAL TYPEWRITER EXCHANGE

"The Service you will ultimately adopt"

Rebuilders and Warehousemen

Typewriters of all Makes

Wholesalers and Distributors

GENERAL
TYPEWRITER EXCHANGE, Inc.

Home Office and Factories

70 Washington St., Brooklyn, N. Y., U. S. A.

Our Products Are Represented in Europe by

LIEBERT & MEYERHOF,
Hamburg, Germany
Wholesale Distributors for Continental Europe

THORP & MARTIN TYPEWRITER CO.,
79-80 Queen St., London, E. C., Eng.
Wholesale Distributors for Great Britain

The Meilicke Calculator and Shipper's Guide

By simply pulling down a card you have the proper routing, the Express scale, and the Parcel Post zone. Next a turn of the wheel and you have in comparative position, the Express and Parcel Post charges that you may choose the cheaper way to ship.

Our index cards are loose leaf and are hinged that they can be thrown into proper reading position. The special tabbing and the proper slant makes it possible to see the very card that contains your answers.

Our service consists of keeping this index up-to-date. Changes will be taken care of by replacing cards. It is service that you have never before been able to obtain. For example, to keep absolutely up-to-date it has necessitated over 5,400 changes that have gone into effect since February 1st.

It is out of the question for an individual shipper to keep track of the constant changes, and it would necessitate the expenditure of many times over the price of our outfit to keep up any one system.

Whether or not you pay delivery charges your customer will appreciate your sending by the cheapest and quickest possible route.

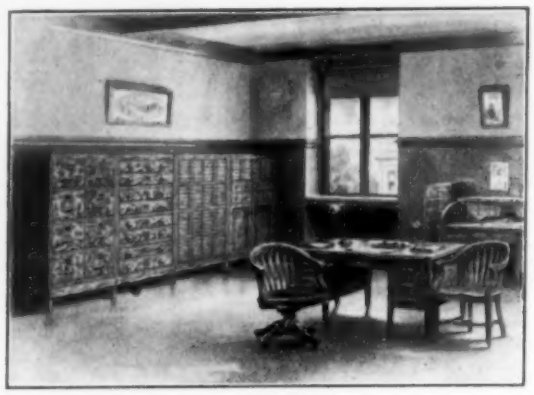
Our index is adaptable to many other purposes. We can furnish a "Small Accounts" ledger that cannot be equaled for handiness as the cards are in perfect writing position when down.

These firms have purchased Meilicke Outfits

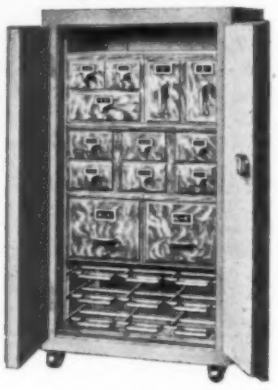
Rand McNally & Co.
S. A. Maxwell & Co.
Leopold, Solomon & Eisendrath
Franklin McVeagh & Co.
F. E. Foster & Co.
Henry C. Lytton & Sons
Victor Talking Mach. Co.
S. E. Perlberg & Co.

Meilicke Calculator Co.

Peoples Gas Building, CHICAGO, ILL.



4-Drawer Vertica Letter File



MACEY Inter-Inter SAFE

Macey

Filing Appliances

Macey Filing Appliances enable you to meet your present filing needs and expand indefinitely as required—give you the advantage of made-to-measure equipment without the extra cost.

They are handsome in appearance and combine capacity with convenience. They are latest in office equipment, comprising every modern filing device, and are adaptable to any business, large or small.

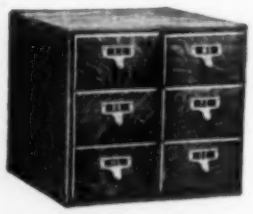
When you get Macey equipment, you get equipment which furnishes the simplest, most logical classification — the fastest and most accurate system for filing.

Macey Filing Appliances may be had in either wood or metal. Some prefer the wood —others the metal, but it is no trouble for us to meet either demand, with each the best of its kind.

The Macey Inter-Inter Safes meet the needs of the modern office. They are built to receive the Macey Inter-Inter Units. The interiors may be changed to suit the needs of business growth.

Write for catalogs describing Macey Filing Appliances—wood catalog 4213-X, metal catalog 6213-X.

2-Drawer Card Index Cabinet



6-Drawer Card Index Cabinet

Inter-Inter Units

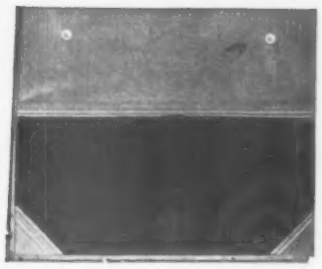
Metal 4-Drawer Vertical Letter Cabinet

Metal S-t-a-k-u-p-s

The Macey Co.

GRAND RAPIDS, MICHIGAN

NATIONAL

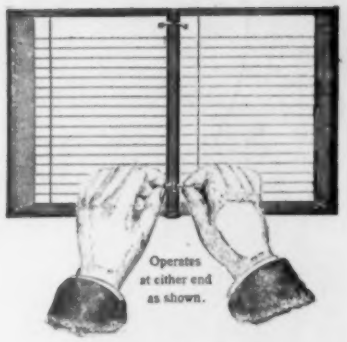


University Reversible Note Covers

This line is offered in four bindings—Black cloth side, with Russia back and corners; Full red art cloth; Black seal grain texoderm cloth; Russia skiver cloth backs, with cloth sides. These covers are made open end or side in nine sizes. A wide range of fillers is supplied for these covers.

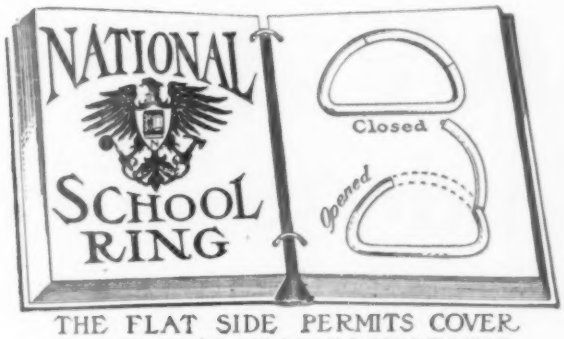
Eagle Note Covers

Full cloth bound, in assorted shades. Each pair of eyeletted covers supplied with two ⅝-inch National School Rings. Ten regular sizes.



Saxon Ring Book Covers

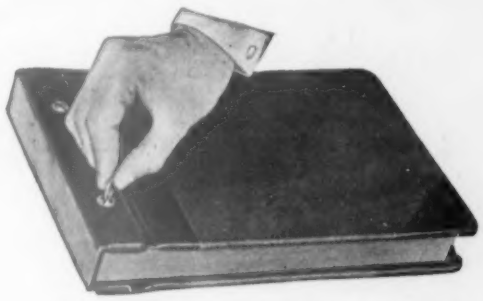
Inexpensive loose sheet holder, with rings to snap open and shut. Bound in gray press board with black cloth back. Holds ½-inch of paper. Eight sizes. Open end and side.



THE FLAT SIDE PERMITS COVER TO LIE FLAT ON DESK WHEN IN USE

National School Rings

Made of strong heavy wire, nickeled. They are marvels of mechanical ingenuity, but very simple construction. They are held shut by a clever snap arrangement. When closed, they are absolutely smooth—no bulging joints, offsets or rough places to catch and tear the sheets. When opened, one section of the ring is thrown directly backward on a hinge—no twists or side wrenches are required to insert or remove sheets. Three sizes, round rings. One size, "D" rings.



Presto Loose Leaf Ledger

This popular low-priced ledger opens with a coin. It is attractively bound with Russia skiver cloth back and corners, and dark green cloth sides. There are no exposed metal parts to mar the desk. Smallest size, 7½ x 10⅜, sells complete, with paper, index and binder for only $4.00. Outfits offered in six sizes.

NEW CATALOGS OF SCHOOL AND LOOSE LEAF LINES

A complete listing of the National Line of School Goods has been separately bound, and will be found decidedly convenient by Stationers.

The latest edition of the National Loose Leaf Catalog is solid full of facts, figures, prices and illustrations, which will facilitate the sale of these goods.

BOTH BOOKS ARE NOW BEING MAILED—SEND REQUISITION FOR YOURS

NATIONAL BLANK BOOK CO., - HOLYOKE, MASS.

BLANK BOOKS

The Pen Is Mightier Than The Sword

75 Cents Per Quart **$ 1.50 Per Quart**

During these warlike times those who are not fighting must live for those who are fighting to preserve the honor and dignity of the country they serve.

The present condition will not last—a settlement will be reached—peace proclaimed. The pen will overcome the sword.

In the great business world however there would be *endless* war with a capital "W" should

DAVIDS' Inks and Adhesives

VARY THEIR REGULAR HIGH QUALITY STANDARD

Time Always Tells

the true fitness of things. Only that which gives absolute satisfaction withstands the test of time. This is the strong proof of the merit of our goods.

Davids'

have been recognized as standards since 1825. An unvarying degree of quality that is found in all our products is responsible for our continued growth. The experience of more than three-quarters of a century helps to make the product what it should be. And, with a specialized organization designed to give the best of service at all times, we are equipped to handle all your needs.

Sealing Wax Orders

handled with care and dispatch. We have installed complete, new, modern equipment in our sealing wax department, manned by experienced workmen who turn out sealing wax that comes up to Davids' Quality.

Write for Catalog

which describes our entire line of Inks, Adhesives, Sealing Wax, etc., and from which you will see that your margin of profit is greater than is possible with other makes, and you get Quality Goods at that.

LIBERAL DISCOUNTS TO DEALERS

THADDEUS DAVIDS COMPANY

Established 1825

Oldest Ink and Adhesive Manufacturers in United States

Chicago Branch and Warehouse: 18 WEST KINZIE ST.

Main Offices and Factory: 95-97 VAN DAM ST., NEW YORK

The Corona Typewriter

Was adopted by the Western Electric Company, but not until it had been tested for a year in the company's laboratories. The General Electric Company is another prominent Corona user. Then we have the Standard Oil Co., National Biscuit Co., Illinois Central R. R., Singer Manufacturing Co., etc. It would be impossible to list all the big concerns that have adopted the Corona for their traveling men.

THE
CORONA

is popular because it can be operated with little trouble, there are no intricate parts to get out of order or puzzle one, yet it has all the desirable features of the big machines.

The Corona weighs but six pounds and when folded its size is only $3\frac{3}{4}$ x $10\frac{1}{2}$ x 9 inches.

The Corona makes it possible for a traveling man to typewrite his letters and reports to the house in about half the time it would take if he were to write by hand.

If you'd care to have us do so, we shall be glad to tell you more about this remarkable machine. A postal will bring full information.

Ask for Booklet O-2

Corona Typewriter Co.

Incorporated

Groton, New York

Brown's Linen Ledger Paper

A Big Black Blot!

It can't disturb the bookkeeper whose books are made of Brown's Linen Ledger Paper—not one whit.

Under the erasing knife the heaviest blot disappears in a fine powder—and the erasure can be written over without the pen-point sticking and spattering—without the ink running and blurring.

The fine writing qualities of Brown's Linen Ledger extend through the sheet. This is one of the reasons why record books and ledgers made of Brown's Linen Ledger Paper will give full satisfaction to your customers.

Books made of Brown's cost so little more than books made of ordinary ledger paper, that no one will hesitate paying the extra cost, once they know the superior writing, erasing and lasting qualities of Brown's Linen Ledger Paper.

Brown's Linen Ledger Paper is made with and without our flexible Invisible Hinge.

We are also makers of All Linen and Bond Papers of the Better Grades.

L. L. Brown Paper Co.

Est. 1850 Adams, Mass., U. S. A.

FACSIMILE OF WATER-MARK
L.L. BROWN PAPER CO.
LINEN LEDGER

SERVICE FOR YOUR CUSTOMER
AND
PROFIT FOR YOU

Our ability to help you toward greater profits by giving your customer better service is the justification of our request that you invest just one minute of your time to look into the attractive proposition we offer you.

No. 114

No. 114, for instance, is one of the Shelbyville Desks which has netted handsome profits for other dealers. It can do the same for you.

Such features as the dust-proof and mouse-proof metal pedestal bottoms; the convenient arrangement of boxes, drawers, and stationery shelves; the artistically durable construction of the whole desk, etc.;—these explain in part the popularity of the

SHELBYVILLE LINE

However, to understand fully why Shelbyville Desks have been so uniformly and decidedly successful, you ought to have our catalogue and terms. They will tell you why Shelbyville Desks are popular with dealer and user alike.

Write now for our special fall sales-proposition,

SHELBYVILLE DESK COMPANY
SHELBYVILLE, INDIANA

Cutler Adjustable File Desks

INTER-INTER—Licensed by The Macey Co., under Tobey Patent, June, 1907

A multitude of combinations, inexpensive and simple.

Economy of space, of time, of effort and of money is hereby made possible.

All files interchangeable and priced alike.

Write for catalog and agency plan.

Cutler Desk Co., (Est. 1824) **Buffalo, N.Y., U.S.A.**

STANDARD FOR QUALITY

These papers are unexcelled for High-Class Business Stationery or Commercial Documents, and are universally recognized as the Standard for Quality, Uniformity and Fineness of Texture. Extreme care is exercised in the manufacture of all various grades, weights and sizes represented in our Sample Book and every ream is fully guaranteed to give entire satisfaction.

CRANE'S

"All Linen" *and*
"Japanese Linen"
Typewriter Paper

Ask for Sample Book

EATON, CRANE & PIKE CO.

TYPEWRITER PAPER DEPARTMENT

PITTSFIELD, MASS., U. S. A.

The Sales Manager's Real Need

is filled by the

PROUDFIT ATLAS BINDER

(Proudfit Style "P. B." Binder)

Open for Use

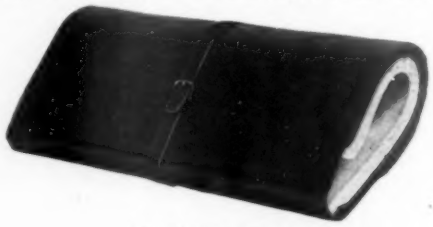
Takes the place of "map and tack" systems of salesmen and territory memoranda. Much more convenient because more compact and easily carried on trips to agencies and branches. Can be applied to any standard Atlas because this Proudfit Binder uses less than half inch binding margin.

The Atlas leaves are interleaved with transparent sheets to overlay maps, on which to outline territory with colored inks and, if desired, to indicate individual places in territory with round tackhead gummed stickers. Interleaved also with bond sheets on which to list details of contracts with salesmen, branches, etc. Records can be typewritten on the leaves because of the loose leaf feature.

This Proudfit Style "P. B." binder can be used simply to convert any standard Atlas into a loose leaf book, or in the above described manner or in a variety of ways.

The binder is flexible, full leather; may be rolled up and carried in satchel or suitcase, so that a sales manager on trips to agencies or territorial points can carry with him every detail of salesmen's contracts, records, etc., and map-diagrammed particulars of territory divisions and places each includes.

To Dealers and Agents: This is only one of the popular sellers of the Proudfit Loose Leaf line. Some territory still open.



Rolled for Carrying

Write for particulars

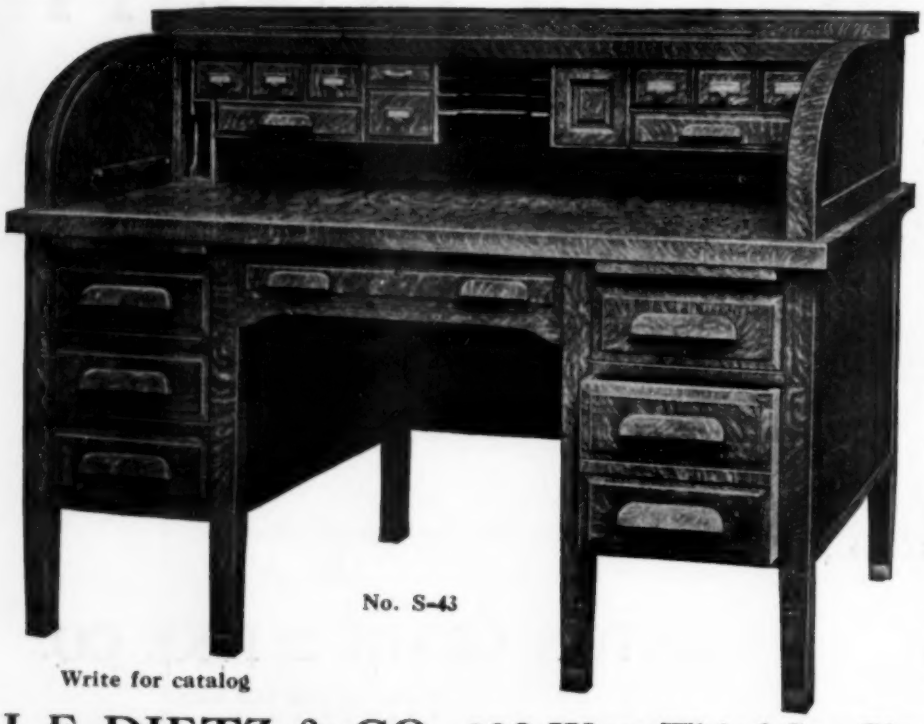
THE Proudfit LOOSE LEAF Co.

FACTORY AND MAIN OFFICE:

GRAND RAPIDS, MICH., U. S. A.

BRANCHES IN ALL LARGE CITIES.

DIETZ DESKS FOR DEALERS



No. S-43

Write for catalog

Roll Tops
Flat Tops

Standing Desks

Typewriter Desks
Office Tables

The **Dietz** line is extensive and up-to-date.

It assures success to capable dealers.

J. F. DIETZ & CO., 309 West Third St., Cincinnati, Ohio, U. S. A.

It has compartments for:
1. Long Legal Paper
2. Long Envelopes
3. Standard Envelopes
4. " "
It has a shelf for:
5. Dictaphone or Reference Books
6. Receptacle for work to be done
7. Supply Storage Drawer
8. " " "
Also a
9. Copy holder for holding note book, papers or ledger for taking off monthly statements.
10. Legal Paper, 13 in. l'ngth
11. Letterheads, 11 in. "
12. " 11 in. "
13. Short Letterheads
14. " "
15. Shelf for finished work
16. Short second sheets
17. Long " "
18. Long Letterheads
19. Pencil Tray
20. Drawer for supplies
21. Carbon paper
22. Supply storage drawer
Note also:
23. Typewriter table, ample working space.
24. Supply storage drawer
25. Note sanitary construction

BYRON COST-REDUCING TYPEWRITER DESKS

The Dealer who has not yet put in a full sample line of *Byron Cost-Reducing Typewriter Desks* is missing some handsome profits and big sales. The "Byron" sells to the most progressive concerns in every city because it saves a mighty lot of time, labor, stationery and floor space. It eliminates all waste motions and the result is a tremendous increase in the quantity of work turned out each day. It returns its cost to the owner in less than four months in saving of time alone.

We trace the sale of ONE HUNDRED of our 100A desks TO ONE PARTY direct to his having seen a *Byron Cost-Reducing Desk* in use in the office of one of his customers. The advantages herein mentioned are some of the reasons why he and hundreds of the most alert business men all over the country are buying the most practical and sensible typewriter desk ever made—the BYRON.

We want a wide-awake Office Appliance Dealer in every city where we are not already represented to stock Byron Desks and supply the demand in his vicinity.

For catalog and trade prices write direct to

Byron Typewriter Cabinet Company
INCORPORATED
97 Shelby St. DETROIT, MICH.

The Tremendous Success of the "Eclipse" in Boston, New York and Chicago

MEANS SOMETHING TO YOU

For if stationers there can sell Eclipse Inkwells by the thousands, you can do equally as well. Month after month in 1914 has seen big increases, yet all along the growth is normal—not a "boom," but a permanent, consistent growth—the kind that has a big future to it! The increased demand and popularity is making this a splendid year for the "Eclipse." Business and profits later will only come by preparing now.

Last year was a record one, but we mean that 1915 shall be a bigger one—by a handsome margin! Isn't this the kind of proposition you'd like to "tie" up to—one with enthusiasm in it? Make it a big year for your Eclipse sales by stocking up now!

Eclipse Pointers

¶ The people who buy the Eclipse are the kind you want in your store!

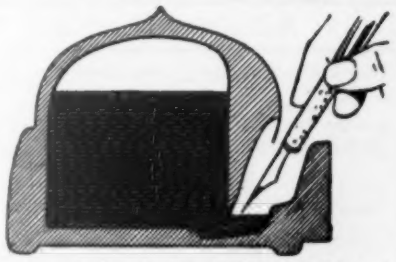
¶ Eclipse dealers, once they've tried the Eclipse as a business getter, stick! See the point?

¶ Have an Eclipse salesman (yourself perhaps) who knows all the Eclipse selling points. Saves the others' time and does the work better. The man who **specializes** today wins!

Arrange NOW to have an "Eclipse" Window!

We will help you!

We can give you valuable suggestions in putting in an attractive business-getting window; supply you with ideas, special signs, cards and other helps. Write us

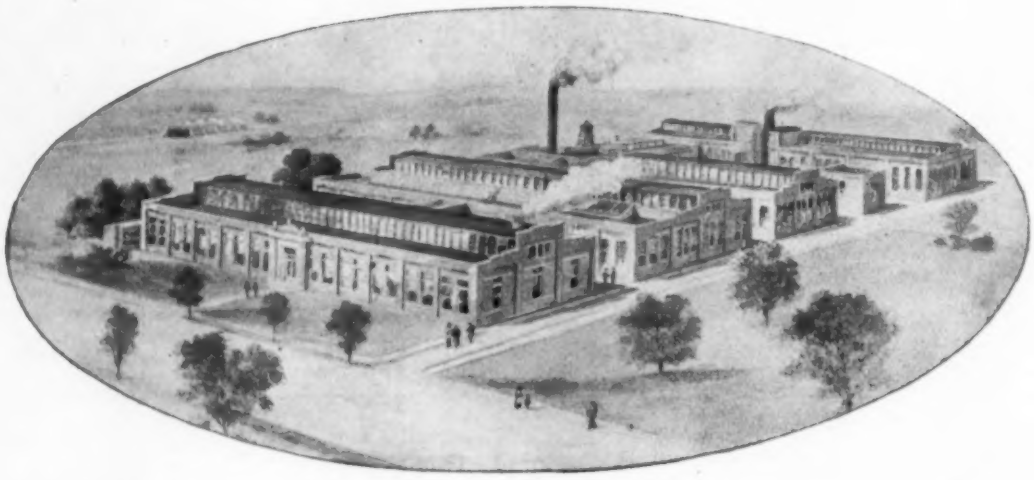


Cross Section Showing Working Principle.

The General Eclipse Company, Dept. A, Danielson, Conn.

NEW HOME OF THE

Dalton



Buyers Force Dalton Into Bigger Quarters

Rapidly increasing demand requires new plant in new location

THE Dalton Adding Machine Company has been compelled to move into larger quarters. Our new plant in Cincinnati has a capacity which insures prompt deliveries. Our customers will profit by large scale efficient production facilities and by the central location of Cincinnati, with its many industrial advantages. All indications point to a record business this fall. We are ready with the machines—and with service even more perfect than before.

Result of phenomenal speed, simplicity and adaptability

The steady growth of Dalton sales is the direct result of the wonderful efficiency of the Dalton Adding and Calculating Machine. The Dalton saves more time and money than other machines because it is simpler, swifter, more adaptable. Its work covers every business requirement. It handles with remarkable ease and swiftness problems that positively "stump" the ordinary machine. And its advantages are at the disposal of the novice, as well as the expert.

Ten-Key Principle—Endorsed by Thousands

Over 20,000 Daltons are giving efficient service in large and small businesses everywhere. 287 different lines of business have found the Dalton a supreme time-saver. The ten-key principle—reducing the number of operations and waste motions to the absolute minimum—has won its place in the business world and marked the Dalton as the final, logical and *ultimate* adding machine—the most efficient cost-reducer.

Touch Operation

is easily and quickly learned on the Dalton, resulting in a sustained speed and absence of nervous and physical fatigue impossible on the ordinary 81-key keyboard machines. These marked advantages, readily appreciated by operators, represent a very definite dollars-and-cents value to the employer.

Adds, Subtracts, Multiplies, Divides, Handles Fractions

"The machine that does things"

The Dalton Adding Machine Co. CINCINNATI, OHIO

Adding Machine Facts

The Dalton Adding Machine Co., Cincinnati, Ohio

Please send me at once, free copies of your booklet on adding machines and the Dalton booklet on "Touch Operation"—showing how the Dalton will cut my costs.

Name _____

Firm _____

Address _____

A VALUABLE BOOKLET

on adding machines, and the Dalton booklet on "Touch Operation," will be sent in answer to your name on the coupon.

Office Appliances
The Magazine of Office Equipment

Founded by Geo. H. Patterson

VOLUME XX — SEPTEMBER, 1914 — NUMBER 4

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DANIELSON, CONN.

OFFICE APPLIANCES

EVAN JOHNSON
MANAGING EDITOR

THE MAGAZINE OF OFFICE EQUIPMENT
FOUNDED BY GEO. H. PATTERSON

HOBART W. MARTIN
ASSOCIATE EDITOR

COVERING THE MANUFACTURE AND DISTRIBUTION OF THE MACHINERY, DEVICES, SUPPLIES, FURNITURE AND COMMERCIAL STATIONERY WHICH CONSTITUTE THE IMPERIAL INDUSTRY OF OFFICE APPLIANCES

VOLUME XX September, 1914 NUMBER 4

PUBLISHER'S POINT OF VIEW

PRESIDENT WILSON ON NEUTRALITY.

THE President of the United States, in a personal message to the American people, thus defines the proper conduct and attitude of Americans during the European struggle. No better statement of our duties and obligations has been made:

"My Fellow Countrymen: I suppose that every thoughtful man in America has asked himself during the last troubled weeks what influence the European war may exert upon the United States, and I take the liberty of addressing a few words to you in order to point out that it is entirely within our own choice what its effects upon us will be and to urge very earnestly upon you the sort of speech and conduct which will best safeguard the nation against distress and disaster.

"The effect of the war upon the United States will depend upon what American citizens say and do. Every man who really loves America will act and speak in the true spirit of neutrality, which is the spirit of impartiality and fairness and friendliness to all concerned.

* * *

"The spirit of the nation in this critical matter will be determined largely by what individuals and society and those gathered in public meetings do and say, upon what newspapers and magazines contain, upon what our ministers utter in their pulpits and men proclaim as their opinions on the streets.

"The people of the United States are drawn from many nations and chiefly from the nations now at war. It is natural and inevitable that there should be the utmost variety of sympathy and desire among them with regard to the issues and circumstances of the conflict. Some will wish one nation, others another, to succeed in the momentous struggle.

* * *

"It will be easy to excite passion and difficult to allay it. Those responsible for exciting it will assume a heavy responsibility, responsibility for no less a thing than that the people of the United States, whose love of their country and whose loyalty to its government should unite them as Americans, all bound in honor and affection to think first of her and her interests, may be divided in camps of hostile opinions, hot against each other, involved in the war itself in impulse and opinion, if not in action.

"Such diversions amongst us would be fatal to our peace of mind and might seriously stand in the way of the proper performance of our duty as the one great nation at peace, the one people holding itself ready to play a part of impartial mediation and speak the counsels of peace and accommodation, not as a partisan, but as a friend.

* * *

"I venture therefore, my fellow countrymen, to speak a solemn word of warning to you against the deepest, most subtle, most essential breach of neutrality which may spring out of partisanship, out of passionately taking sides.

"The United States must be neutral in fact as well as in name during these days that are to try men's souls.

"We must be impartial in thought as well as in action, must put a curb upon our sentiments as well as upon every transaction that might be construed as a preference of one party to the struggle before another. * * *

"My thought is of America. I am speaking, I feel sure, the earnest wish and purpose of every thoughtful American that this great country of ours, which is of course the first in our thoughts and in our hearts, should show herself in this time of peculiar trial a nation fit beyond others to exhibit the fine poise of undisturbed judgment, the dignity of self control, the efficiency of dispassionate action; a nation that neither sits in judgment upon others nor is disturbed in her own counsels and which keeps herself fit and free to do what is honest and disinterested and truly serviceable for the peace of the world.

"Shall we not resolve to put upon ourselves the restraint which will bring to our people the happiness and the great and lasting influence for peace we covet for them?"

✣ ✣ ✣

THE BUSINESS OUTLOOK.

THE business situation, taking everything into consideration, cannot be said to be less than satisfactory. The country has entered upon a period of readjustment to accommodate the new policies of the administration. Banks were arranging their affairs so as to coincide with the new banking laws and regulations, and business men generally, manufacturers in particular, were adjusting their affairs to accommodate the new tariff. The net result of all these problems which came up simultaneously, together with strikes in different parts of the country, and a threatened railroad strike, together with agitation for increased railroad rates, caused a period of business depression, which was beginning to abate when the European war broke out and again plunged business men into a condition of uncertainty. The war, however, seems to have been a tonic in many quarters, and it is thought by the more optimistic business men that instead of being an entire calamity to the United States, the war in spite of ourselves is going to prove an opportunity for the development of our overseas trade and the more intensive development of our internal business, forcing us to make a great many things which heretofore have been imported.

Considering the blows which have been dealt business in general and the agitation which has been directed against business policies, it is remarkable that trade is recovering so quickly, and that our affairs are in such a healthy condition. There is every reason to believe that the coming winter will be one of satisfactory prosperity and healthy business development.

REFLECTIONS ARISING FROM EUROPEAN WAR.

IF the present war among our brethren on the continent of Europe is not terminated speedily—if it endures for three years, as English authorities intimate—the entire continent of Europe will be confronted with a situation without parallel in its history. If during that time the United States succeeds, as everyone hopes it will, in preserving strict and impartial neutrality, we shall be presented with the greatest service opportunity which it has ever been the privilege of any nation to enjoy. At the conclusion of this war, whether it be long or short, it will be our privilege as a great and prosperous nation at peace with all to serve in lightening the misfortunes of our European brethren, helping them to start again in the upbuilding of their industries. We need a prosperous Europe, but our need of them is as nothing in comparison to what their need of us will be. War stricken, they must have help in rebuilding their industries and providing work for their people who until a month ago enjoyed unprecedented prosperity, only to see practically everything wiped out at the first report of the guns before the fortifications of Liege. "To serve" is the watchword of modern business. It should be the watchword of international life. Business men have discovered in service a sound and practical philosophy that goes deeper than clever bargaining—they have found it to be the rock on which prosperity is based. When nations discover this, as well as scattered individuals, we shall have done with war.

* * *

Our opportunity in this great crisis which involves the greater part of the civilized world is not one of selfishness, nor is it the part of selfishness for us during the continuance of this conflict to bend every enegry to the service of those people in South America, in Asia and the islands of sea, whom European factories no longer can supply. It is singular that at the very moment when this crisis arose we should have completed the most important international waterway in the world—the Panama Canal—shortening the distance between New York and Asiatic ports, and between all our Atlantic ports and the western coast of South America by thousands of miles, thus providing for cheaper transportation from our principal ports to those markets. The advantage of the Panama Canal, while it will be enjoyed by the entire commercial world, will be of more immediate benefit to the United States than to any other nation. While at the present time we have not sufficient ships to transport all of the goods for which there is a demand, we believe that the demand and the supply will ere long find carriers sufficient to fulfill the necessary functions.

* * *

The innate strength of our position is shown by the fact that manufacturers here continue with open factories notwithstanding the utter paralysis of European business. The European war will bring North and South America closer together in fraternal and commercial understanding, and will hasten the day, we hope, when the countries of the Western Hemisphere can work together, promote progress, preserve peace and cultivate the arts of civilization. These continents, washed by the waters of two oceans and animated by a united purpose, should be impregnable against hostile attacks, and here in the new world, we fully believe, can be worked out many of the problems which will make for the ultimate realization of ideal conditions upon earth.

* * *

The European war will undoubtedly stimulate tremendously the manufacturing industries of the United States, and will quicken industries here which up to the present time have been the all but exclusive property of Europeans. Large manufacturing organizations such as the United States Steel Corporation, the Standard Oil Company and the manufacturers of harvesting machinery will not find their interests advanced by the war, but smaller manufacturers will find that the war will have a quickening effect upon the demand for their goods. There will be a demand for all manner of goods from Asia and South America, which Europe for the time being cannot supply, and which America must supply. Throughout Central Europe there is hardly a factory running except those which turn out war munitions and supplies. The skilled technicians, whose work has advanced industry through science, have been sent to the front to fight against other men of equal skill and ability. Should the war be protracted, the very flower of the young and middle-aged manhood of Europe will give up life or health upon the battlefield. This to a certain extent will bring a comparative advantage to the United States, where science, industry and invention are free from the destruction wrought by war. Here we have a country which for all practical purposes is self-supporting and self-contained. Somewhere the writer has read a remark attributed to Prince Bismarck, to the effect that the United States is the only safe place in the world. Here both capital and skill will certainly find the opportunity to work out their most intricate problems.

* * *

While everyone in the United States sympathizes keenly with the people of Europe in this dire calamity, and while sentiment here is strictly neutral, we who are connected with the office equipment industry cannot be blind to the fact that the carefully built up enterprise intended to compete with the office equipment factories of the United States have even now closed their doors and sent their best men to the battlefield. Some of these men will return, but many of them will not. When the war ceases and civil and industrial life in Europe begins to settle down to its normal state, it will be found, it seems to us, that the era of cheap labor on that continent will be for a time at least at an end. There will be a great many things for men to do and not so many men to do them. American capital and American skill should be prepared to enter Europe not only to help the Europeans to build up again those conditions which lead to wealth and prosperity, but to provide them with our own manufactured goods wherever possible. Owing to conditions over which we have had no control, our friends have been compelled to give up a competitive position which was daily growing stronger as they advanced in skill and experience. This leaves us alone among the nations of the earth, without competition. Gladly would we give up every advantage if by so doing the old order could be brought back again, and lives lost be renewed. That, however, cannot be, and we shall be certainly unfaithful to our trust if we fail to reap whatever legitimate advantages there are in the present situation, remembering always that in serving others we are best serving ourselves.

* * *

There is one concluding thought that perhaps will bear a certain slight degree of comfort in all this turmoil and destruction. It is this: That the burden of armament both on land and on sea was becoming absolutely intolerable and could not much longer be borne by the common people of the European continent. It is hoped that at the conclusion of the present war the nations will see the folly of competing with one another in the creation of war machinery. Should every armament be wiped out, the nations would be in the same relative position to all intents and purposes as they were with all of the thousands of millions of dollars they have spent to create instruments of destruction. Viewing the matter from a distance and in the light of cold sense, there should be no absolute need of an army in the whole world, except a sufficient number of trained men to act as a police force to control occasional unruly elements; and except to put down the pirates who even to this day are said to infest some of the Atlantic islands, there ought not to be a warship on the ocean. Without all this trumpery of modern war the world would be infinitely better off, and liberty, peace and happiness would be advanced.

HOBART W. MARTIN.

MEANING OF GENERAL SUPPLY COMMITTEE AWARDS.

READERS of Office Appliances who are slightly acquainted with the work of the General Supply Committee at Washington may be under the impression that the list of awards by this committee—the official report of which makes up a formidable document recently issued by the public printer at Washington—constitutes contracts on the part of the government to purchase all the goods upon which report was made by the General Supply Committee. This is decidedly not the case.

The General Supply Committee, which purchases supplies of all kinds for the various departments of the government, sent out a notice some weeks ago asking all the manufacturers of goods which would be required by the government to bid on the government's requirements for the fiscal year, beginning July 1, 1914, and ending July 1, 1915. In response to this request many leading manufacturers filed bids, and contracts were awarded. All bidders understand perfectly, however, that these contracts amount to nothing more nor less than a right to go into government offices and solicit business; that is to say, if the Treasury Department, for example, is in the market for an adding machine, all of the adding machine companies which put in bids are entitled to go into the Treasury Department and compete for the business. If one company can convince the officers of the department that its machine is more suited for the particular work required than any of the other machines, the Treasury will make requisition on the General Supply Committe, asking it to purchase such machines as it may require of the particular make selected. In other words, the contracts given by the General Supply Committee are contracts by courtesy only, and do not bind the government to buy a single machine or device. This applies not only to adding machines but to all other devices which come under the consideration of the General Supply Committee.

To put the matter in another form: The agreement of the government amounts only to this—it does not agree that it will purchase any of Blank's machines, but it agrees that if it does purchase any of these machines it is willing to pay the price the manufacturers of the machine quoted.

Manufacturers may themselves overestimate the actual value and effect of these awards of the General Supply Committee. Announcements have been made of the number of machines or other goods to be required, but the actual results do not always work out as some of the bidders expect.

Office Appliances is informed from a pretty reliable source that the estimated requirements of the government for adding machines of all makes for the year will not exceed one hundred and twenty-five machines.

✣ ✣ ✣

GOETHE FORESAW PANAMA CANAL.

IN his book, "Gespräche mit Goethe," Eckermann, a close companion of the poet's declining years, relates a conversation with Goethe on this subject:

(Translation by Editor, "The Export Manager.")

Weimar, Germany, Wednesday, Feb. 21, 1827.

"At dinner with Goethe. He spoke a good deal and with much admiration about Alexander von Humboldt, whose work on Cuba and Colombia he had started to read and whose views concerning the project of cutting through the Isthmus of Panama seemed to have a special interest for him. 'Humboldt,' said Goethe, 'with considerable knowledge of the subject, has also indicated other points where, by utilizing certain streams emptying into the Gulf of Mexico, it might perhaps be possible to accomplish the desired object even more advantageously than at Panama. All this, however, is reserved for the future and a broad-gauged spirit of enterprise. This much is certain nevertheless: If a cut of this kind should prove successful to the extent of making it posible for ships of any cargo and of any size to pass from the Gulf of Mexico into the Pacific ocean, this would result in incalculable advantages for the entire civilized and uncivilized world. It would surprise me if the United States should allow itself to miss the opportunity of undertaking such a task. It is to be foreseen that this youthful country, in view of its decided tendency towards the west, will have taken possession of, and populated, the vast areas beyond the Rocky Mountains in thirty to forty years' time. It is furthermore to be foreseen that along this entire coast of the Pacific ocean, where nature has already afforded harbors of the roomiest and safest kind, very important ports will gradually arise for the purpose of facilitating a large trade between China and East India and the United States. In such a case, however, it would not only be desirable but almost necessary for both mercantile vessels and men-of-war to maintain a more rapid connection between the western and eastern coast of North America than has hitherto been possible through the tedious, irksome and expensive trip around Cape Horn. I, therefore, repeat: It is absolutely indispensable for the United States to accomplish a passage from the Gulf of Mexico into the Pacific ocean, and I am certain that it will come to that.

✣ ✣ ✣

READJUSTMENT TO NEW CONDITIONS.

WHEN new conditions and problems arise in the business world, springing upon us unaware, our first inclination is to check up and to pause for a time to examine the situation and to take inventory of our situation. Some become stampeded and overdo caution, bringing their business to a sudden stop. The more vigorous minds feel out their way, using caution, but pressing forward on every path which offers safety. These are the ones who now behold the unfolding of opportunity.

Those who know best how to meet emergencies are, after reasonable examination of the situation, preparing for a proper and logical degree of expansion.

The outlook is clearing, and unless some unforeseen disaster happens within the ensuing thirty days, business will be running smoothly in its accustomed channels. Many look for great improvements and are preparing for big business. Not a few concerns are planning more extensive campaigns in their business building departments.

At the moment these lines are written it would appear we are to have a rising market. Office Appliances believes that manufacturers in this field will soon find an increased demand for their lines—indeed, some are already discovering it—and that we shall have a good fall and winter season.

A LOT OF MEN HAVE BECOME RICH WHO MIGHT HAVE BEEN HAPPY BUT THEY DID NOT KNOW.

Ike Millikan knows a man who has everything he wants, because he wants nothing he cannot afford.

A Hoosier

LAY SERMONS ON BUSINESS ETHICS

ARTICLE VIII. THE ETHICS OF PROMOTION

PROVERBS 24:23—"It is not good to have respect of persons in judgment."

THE man who tries to do without morality ought never to go to a ball game. For at every turn of the diamond he will run smack into a sermon. At every pinch he will encounter a rule. He cannot cheer a running catch in the outfield without solemnly conforming to the code which sends the batter to the bench. A double play at second suddenly bristles before his eyes with "shalts" and "shalt nots." And absolutely the only way to throw a bottle at the umpire with any authority or precision, is to feel rising from the depths of your heart the outraged majesty of Fair Play.

Now Fairness is the umpire of every moral conflict in the universe. At the heart of us all we hold it so precious that the finest tribute we can pay to a thing of beauty is to call it "fair." It satisfies an imperative sense of justice within us which is as exacting in an art gallery as it is in the grandstand, as swift and accurate in its judgment at a director's meeting as on a race track.

The fair man is the man who is trusted. The fair executive is the executive who is obeyed. The only possible enduring respect for law or rule, in an office or in a court, is your and my conviction of its fairness. The clearest and the sanest definition that man can give of the Deity is that "He is no respecter of persons."

It is only natural then that fairness, like all things worth while, should be hard to find, hard to get, hard to keep. No man wants to be prejudiced: the very strength and tenacity of any bias consists in the fact that we are unconscious of it. We cannot obliterate our likes and dislikes. We cannot turn ourselves into mere nerveless, infallible mechanisms of justice. The adding machine is shaped of steel, not flesh.

But there is one thing we can do—one thing we must do, if we are to be efficient administrators and managers in any field: We can be bigger than our prejudices. We can check up on our likes, allow for our antipathies. In the quaint and vigorous phrase of the street, we can be "hep" to ourselves.

Here are two men, Mr. President, working side by side in your office. As you swerve a bit in your swivel-chair, you can see them both clearly. One you have liked since the day he took the job. He is a hard worker, but it isn't that. He has a cool head and a sound judgment, but it isn't that. He starts early and quits late, but that also does not solve the enigma. Who can understand his preferences? The man is likable, that's all. He has the gift of jibing with your momentary mood. He rubs you the right way. Without fawning, he is adaptable. It is a priceless quality, and you do well to value it.

Right beside him sits his fellow worker. You have done your best to like him, to make him useful to your business. Yes, he makes his salary—more than makes it, when you come to think of it. In every tangible scale of efficiency, he equals his neighbor. Yet—you can't evade it—he jars on you. He is deferential, quiet, ready to take and execute directions. Yet down in the depths of you you can't escape the conviction that you and he do not quite fit. You do not blame him—any more than you blame yourself. You blame the stark and ineffaceable fact.

It may be a question of promotion, it may be a thought of dismissal, that makes your passing feeling a concrete issue. Shall you let him go? Shall you follow your personal preference in advancing the other man? Or is there a third alternative?

Such problems face us every month in the year. It is not for me to attempt to run your business. I can only suggest a general rule by which a just man will attempt to shape his course in this, and similar dilemmas.

You are the servant of your business—the steward of its success. The larger the business, the larger your interest in it, the larger still is your obligation of service. You may own all the stock: the men who buy your goods are still silent partners in the enterprise. Their rights are, in bulk, prior to yours, because they create and establish yours. The whole is greater than a part, and your share in the unit of modern commerce is but a fraction.

In your decision, therefore—in any decision of the sort—your first consideration will be, not the personal affinity of A or B to yourself, but their net usefulness to the business. Starting there, you build on solid fact, not hazy feeling. If B, as a salesman, is serving that business—serving the trade—and serving it, not merely individually but as a definite conscious factor in the larger unit you call the House, there—and there alone—is your true basis of judgment. Unless his personal incompatibility with yourself be a phase of a general inadaptability to his work, you will not let it cast the decisive vote as to his future with the company. Unless the genuine likableness to you of A is a universal genius for human service, apart from the hierarchy of necessary office discipline, it will not bend your inner sense of equity. You will not fancy for a moment that you can annihilate the fact that the one is personally agreeable to you, and the other less winning, but you will be superior to that prejudice, while retaining and analyzing it for all—and no more than—it may be worth.

I am setting out to frame no absolute formula, let that be understood. Nor am I disparaging the value of an executive's inner instincts as to the availability of men. The soul is a subtle thing: its judgments, like a woman's often transcend and precede those of the reason. The law of self-preservation very often so expresses itself. Yet it was a wise man who said "Believe not every spirit." We humans are made of very singular stuff. The things we like and the men we like are not always the best for ourselves, or our business. Angels have ever had the quixotic habit of entering "unawares." And the acid test, now as ever, must be: "Prove all things: hold fast that which is good."

The wise man is the open-minded man. The "broad-gauge" man in business is such because he has learned from experience always to reckon, inwardly and secretly, with the humorous possibility that he may be wrong. It is this fact which gives his judgments, once maturely formed, the weight of adamant. He has known the Truth—been satisfied with nothing less or more illusive—and the Truth has made him free.

The Passer-By.

DEALERS' OPPORTUNITY IN LOOSE LEAF FIELD

Some Mistakes Many Dealers Have Made and Suggestions As to Remedy.—An Interview with Charles R. Fargo of the Wilson-Jones Loose Leaf Company.

"WHEN the local dealer in loose leaf supplies equips himself to match the outside manufacturer in quality, service and price, he can control the loose leaf business of the territory he covers," so said the leading salesman of a manufacturing concern which had built up a large loose leaf business selling direct to the user, as he severed his connection with the company five years ago and started a business of his own. His prophecy has proven correct. He has made a remarkable success of his business, and has made it unprofitable for the outside manufacturer to send salesmen into his territory. So have hundreds of loose leaf dealers who have gone at the selling of loose leaf goods in the right way.

Dealers perhaps were not to blame if, when loose leaf was first introduced, something less than a score of years ago, they did not take to the new idea. But as soon as they discovered that the loose leaf principle was taking hold and meeting the approval of progressive accountants and bookkeepers as a valuable improvement in accounting methods, they should have seen the "handwriting upon the wall," and should have backed the loose leaf idea with their influence and helped to increase its adoption by a careful study of the possibilities of loose leaf systems. Instead of doing this, however, many dealers—in fact the majority of dealers at that time—experimented with whatever loose leaf lines were presented to them by the best talker, with the result that where loose leaf was adopted at all it was not pushed with an understanding of its possibilities, but was purchased as so much merchandise to be bought at the best possible figure and sold to the first customer who demanded it. Dealers by this unregulated system of buying gradually accumulated several lines of goods for the same purpose. They made little effort to push the sale of loose leaf, taking the position that they would buy the goods when there was a demand for them, not realizing that they themselves, through the regular channels of their business, could create a demand among their own trade for loose leaf, and that it was to their interest to select the best line they could obtain and push it seriously and consistently.

Loose Leaf Must Be Intelligently Purchased and Intelligently Sold.

The best business minds among dealers now realize that to be successful with loose leaf it must be intelligently purchased and intelligently sold. Loose leaf devices are the tools whereby important and necessary things are accomplished. A loose leaf equipment is not merely so many pieces of metal and so many sheets of paper bound together, but it is a system which ought to be understood by the dealer who sells it, and which must be understood by the purchaser who buys it, if he would obtain the service which it is designed to do. Instead of this we find that about seventy-five per cent of dealers continue to purchase their loose leaf stocks on the merchandise basis and sell them without appreciation or understanding of what they will do. They permit themselves to buy a number of different lines, sometimes purchasing their goods apparently with the idea of obtaining a showy book at as small a price as possible, and wholly without regard to the merit of its construction or the possibilities of its satisfactory performance in actual service. They do not stick to or support any one first class line, with the result that they are overstocked with different lines of goods which do not sell readily and which often give poor satisfaction to their customers. Across the street may be a dealer who purchases his loose leaf devices on the basis of quality. He insists on understanding himself just what the goods he buys are for, and in knowing how to explain the system idea to customers. This dealer purchases a line of goods on which he knows he can depend; something which has strength, stability and honesty from beginning to end in its manufacture. He knows that the ledger stock in his loose leaf sheets is of the best possible quality; that the leaves are accurately trimmed and punched so that they will align perfectly in the binder. He willingly pays more for a good flexible hinge in his books, and talks its merits to his people, and finally, when he sells his goods he sells them not as such and such a ledger for so many dollars, but he sells them as a system of accounting which will perform a certain service for the buyer better than that service has been performed before. In this way he gives the purchaser a better deal, makes more money and lays a foundation for profitable repeat orders. His competitor, who purchases goods on the basis of the best price he can get, and of different kinds according to the cleverness of the salesman, wonders why loose leaf business is so hard to get and why the man across the street seems to be making money on loose leaf, while his business is practically at a standstill.

CHARLES R. FARGO.

This attitude on the part of the majority of dealers—the notion that they will not sell loose leaf until there is a demand for it, and then they will sell what is demanded—is the most discouraging condition which the manufacturer selling only through the trade is called upon to face. The proposition works around in a circle. If the dealer will not sell the goods until there is a demand for them, and the manufacturer can sell his goods only to the dealer, and the dealer will not help to create a demand, then there will be no loose leaf goods sold, for demand never creates itself, especially for systems and devices which tend to revolutionize old methods. The method of one of the well known loose leaf companies which sells to consumers only and will not sell to the trade, is this: —Their salesmen are all well trained and thoroughly understand the possibilities of their goods. When they enter the office of a prospective customer they do not offer to sell him a loose leaf ledger; in fact, they do not mention loose leaf at all. They first take care to understand the nature of their prospect's business; then the salesman approaches him saying, "Mr. Blank, I will show you where by a new method in your bookkeeping department you can accomplish the same or better results than you are getting now with less time, less work and less expense." This sort of an opening usu-

ally excites curiosity, and if the salesman can make good on his offer he will usually come away with a substantial order. He need not say anything directly about selling loose leaf systems or about the mechanical devices used in connection with it. It is a system which will do what the salesman claims for it, and that is sufficient.

Dealers who have their wits about them can train their men to accomplish the same results. There are a number of first class loose leaf manufacturers in the country whose goods stand up against the severe test of service, and who are ready and willing to do their full share in helping to create demand. It is not necessary that any dealer should handicap his progress by purchasing a miscellaneous assortment from unknown and untried lines and allow his customers to bear the brunt of the experiments. Our advice to live men is to adopt some one first class loose leaf line, put in a reasonable stock, and take care that the possibilities of this line are thoroughly understood by all the clerks entrusted with the duty of selling it. The goods should be sold as a system—sold for the service they will perform, and not merely as so much mechanical equipment. The salesman should be taught to talk systems and binders—not binders and systems. And he should also learn to talk quality and then price—for service is the standard by which all sales talk should be measured.

SMALL LEAKS THAT MAKE BIG LOSSES

A Word or Two About Economy in the Store.

IT IS the multiplication of the small loss which brings about failure in retail business ventures and frequently in wholesale and retail manufacturing businesses as well. The subject may be trite, but it is none the less important, since so many fail to give heed to the disastrous effect of small losses many times multiplied.

The retail business is founded on small sales, the aggregate of which provide the profits upon which the dealer lives. The amount of money one makes does not seem to depend at all upon whether one sells large articles or small ones, for great fortunes have been built not only upon the sale of great machines, but within the compass of five and ten-cent stores. But it is safe to say positively that no man in any business, large or small, ever attained riches or competence without the practice of small as well as large economies. A few losses will counteract the profit from a multitude of sales.

Most dealers purchase quantities of paper to be worked up on special orders for special forms, etc. It sometimes happens that this paper is not cut in the most economical way—it is of an expensive character and wrong cutting of paper if long persisted in will involve a considerable loss. It is part of the paper cutter's business to know how to cut with the minimum of waste. Where anyone and everyone runs the paper cutting machine an undue amount of waste cannot be avoided. It is, of course, elementary to suggest that wastes in the paper department should be watched, and that all paper which can be blocked for memorandum pads should be preserved and fixed up for subsequent sale, and only that paper which can be used for no other purpose should be sold to the paper-stock man. Practically everything which goes out of the store can be turned into money in some way. There is no real waste if refuse products are properly handled.

There are economies to be practiced in the taking of orders. It is economy so to train the clerk that he will make the fewest mistakes in taking and filling an order, thus avoiding its return and preventing the reduplication of work. One of the most annoying losses which occurs in the store is work which must be done over in the preparation. For special forms for the loose leaf department, customers give special orders to clerks, explaining the rulings and headings required, and unless the clerk is very careful and very accurate in getting these directions right an order may be put through only to find that the whole work has to be done over again. This is, of course, in part avoided by showing a proof of the work before the sheets are run, but a proof which is wrong through carelessness has involved waste, since the time of one man at least has been given to the wrong preparation of something which might have been done right in the first place.

For concerns which operate a photographic department—and there are many stationery stores which find such a department profitable—one of the sources of waste is in the use of the wrong sizes of sensitized paper in printing small negatives. Not long ago a dealer told the writer that a great deal of his work now in the photographic department was in the printing of pictures from vest pocket size negatives, which are so popular today. These negatives are about 2⅜ or 2½ by 1⅝. The dealer was cutting paper 2½ by 4¼ inches in area into 2½ by 2⅛. In this way, on each print a strip of paper about one-half of an inch wide and two and one-half inches long was wasted. It was suggested that in making eight prints the dealer would lose about ten square inches of paper, and the suggestion was further made that if the dealer took 5 by 7 paper he could cut it up into material for eight prints with a loss of practically nothing, and at the same time allowing room for the customary white border. This can be worked out so that there is no loss of paper, whereas when one makes many thousands of prints in the course of a season a small loss on each one would amount to a considerable sum of money at the end of the year.

Waste of Time and Labor.

One of the most considerable wastes not only in retail stores, but in all other business enterprises is the waste of time, necessitating the use of two employes where one should be able to do the work. This waste of time is one of the most annoying features in business, for where there is work enough for two indifferent men, such work could be better done by one first-class man, for as a rule the good man accomplishes a larger amount of work and performs each task better. Waste of time means waste of money in salaries, the end of which is discouragement and failure. To find a means of cutting down one's force by the improvement of clerical help and by the increased use of machinery, is the best sort of economy. Nor need the clerks themselves fear the application of such a principle. The good man can always find a job and the indifferent man has the world before him and all the time there is in which to improve himself or to find the particular niche for which he is fitted. It is better to bear up under inconvenience for a time, if in the end one discovers the work which one can do particularly well.

Everything is waste in the store which does not help to build up permanent business. Anything which smacks of discourtesy, of inattentiveness and poor service, is waste because it drives away trade and puts it in the hands of competitors who are keen enough to hold business by the quality of service which they give.

Overstocking is also a frequent cause of waste. When too many goods are on the shelves too much money is tied up to pay for them. Furthermore, shelf room and storage room are taken up by the excess stock which, owing to its excess, does not move at the same proportionate rapidity as other stocks. This extra room could better be taken up by the more equal distribution of active stock or the addition of some line which would increase the selling opportunities of the business. Orders, of course, are sometimes lost by reason of the merchants being out of stock, but careful attention given to stocks will keep all of the principal lines active without excess in any department. Many merchants, in fact, the most successful merchants, believe it is usually an error to snatch the bait of heavy discount on quantity lots at the expense of being greatly overstocked. A smaller margin with less investment and more active sales is a safer proposition all around.

OFFICE APPLIANCES' OPPORTUNITIES IN SOUTH AMERICA

Trade Opportunities Many in Our Sister Republics.

IN A SERIES of articles written during the month of August by O. P. Austin, former Government Trade Adviser, and published in the Chicago Herald, Mr. Austin goes quite specifically into an analysis of the goods produced by the different South American countries, and the amount of goods taken by each from the United States and from European countries. Only occasional mention is made of office furniture, and this under the classification of furniture. Office machines doubtless fall under the customs classification of machinery products or steel products, so that the articles themselves do not throw much light directly upon the opportunities of commercial stationery manufacturers and makers of office machines in South America. We know, however, that the principal countries of South America are progressive and are growing rapidly in population and wealth, and it follows as a natural conclusion that a people so advanced will be eager to adopt time and labor saving devices.

Analyzing the general business done by the different countries of South America, we find that in round numbers, according to Mr. Austin's figures, the imports of South America amount to a billion dollars a year, and that fully one-half of this amount has been supplied hertofore by the six countries of Europe now at war. It does not follow that our exports to South America are 50 per cent because Europe supplies the other 50 per cent. On the contrary, the figures show that our own exports to South America form but 16 per cent of the total. Venezuela, Colombia and Peru take more of our exports than all the rest of South America. At that we do not supply the larger percentage to any of these countries, sending to Venezuela 39 per cent of its import; to Colombia, 32 per cent, and to Peru, 24 per cent. To Brazil, Argentina, Uruguay and Chile, which are practically as near to Europe as to our own ports, we find that most of their imports come from Europe. We send Brazil 16 per cent; to Argentina, 15 per cent, and to Chile, 14 per cent. In 1911, for example, the United States sent to Argentina $50,000,000 worth of goods, but Argentina purchased in the same year $227,000,000 worth from Europe. In the same year Brazil purchased $35,000,000 worth of goods from the United States and $164,000,000 worth of goods from European countries. In 1911 Chile imported 43,000,000 gold pesos worth of goods from the United States and 250,000,000 pesos worth of goods from Europe. We find that much of the merchandise which is sold by Europe to the people of South America is in manufactured goods such as cotton cloth, iron and steel products, etc., all of which the United States manufactures in vast quantities.

In Argentina we find soil and climate similar to our own, therefore, the same sort of products which we manufacture for our own temperate zone are useful to the people of Argentina. We should remember, however, that South America has adopted throughout the metric system of measure. It is accustomed to buying by those measures of area and of weight. To translate from metres into feet and inches is a tedious process sometimes, and other things being equal, the merchant will buy from those who figure in the same terms.

Statistics show that in Uruguay the United States supplies 14 3-10 per cent of the imports, and Paraguay takes only 6 per cent of her imports from us. These markets are both good markets, though small, and are rapidly increasing in value.

On the western coast of South America we will have henceforth, on account of the Panama Canal, considerable advantage in point of freight. Chile, tremendously rich in nitrates and other mineral products, is rapidly increasing in wealth. She buys freely and she doubtless will buy increasingly large amounts of merchandise from the United States. The imports from the United States doubled in the four years between 1908 and 1912, but the same proportion of increase did not prevail with other countries. The people of Chile demand the same kind of goods that are used in the United States. In Peru there are much larger sums of American capital and a much greater number of influential Americans than in any other South American country. Peru, being on the west coast, is also brought several thousand miles nearer by the opening of the Panama Canal. It is startling to reflect that the distance from New York City to Peru, which was something like 9,600 miles, is today less than 3,400. This will give us a tremendous advantage in point of freights along the entire western coast of South America. The same observations apply to Bolivia, the distance to whose ports was cut from approximately 10,000 miles to about 4,000 by the opening of the Canal.

BEATS FIGHTING

(From the Philadelphia Public Ledger.)

All of the countries of South America produce merchandise and raw materials which are used in vast quantities in the United States, and it is our own fault if we do not so handle the trade that these relations are friendly and reciprocal. The United States should be the predominant factor in South American trade, and we believe that our country will take that position to give to those markets the same kind of careful attention that we give to our own, adapting our goods to the needs and customs of the customers in that part of the world, and arranging for proper banking and shipping facilities. It seems to us that the proper shipping and banking arrangements will be made as soon as the pressure of demand between the two parts of this hemisphere becomes sufficient.

We shall make mistakes in our handling of South American trade, but gradually we shall learn how to meet the requirements and the conditions of the people, and as our salesmen become familiar with the languages and the customs of the different countries, they will find their business not only profitable but pleasant as well. The same degree of care, attention and courtesy which will bring business here will bring it to us elsewhere provided we take care not to offend the sensibilities of our customers.

W. C. Waddell recently returned after a trip through South America in the interests of the Royal Typewriter Company. He expresses a view that business in the South American republics is due to be very active from now on. He declares that South America offers a splendid market for many office equipment devices. All manner of office machines are needed and would meet with a good reception. South America is going to be a very rich market, and Mr. Waddell urges American office equipment manufacturers to study the conditions there and prepare themselves to meet the opportunities which are sure to arise.

FOR THE GOOD OF THE SERVICE

Some Pertinent Paragraphs Intended to Give Hints to Dealers About the Improvement of Their Opportunities and the Betterment of the Service They Perform.

TAKING CARE OF KICKS.

THE first thing that the competent physician does when he is called in on a case is to determine what is the matter with the patient. All stores are more or less afflicted with kicks and kickers. These complaints must be handled with great care in order to preserve the good will of customers who are frequently not justified in their complaints. Many stores take back absolutely without question goods which are claimed to be unsatisfactory, and we are not sure that this is not in the long run the better policy. But all the kicks do not have reference to the goods themselves. Some complaints have to do with the service which is performed or the manner of performing it. It is well to study these complaints, and to analyze them, to discover the causes from which they arise, for very often it will be found that a vigorous kicker has unwittingly suggested a very valuable improvement in the service which the business ought to give, and a remedy which will forestall further complaints of this character may go to the root of important wastes and bring about economies of a far-reaching character. A good rule is to find out the reason why customers complain and to do away with the cause for complaint when future cases of the kind arise. A tactful man should handle complaints. He should be a man of clear judgment and of even temper—one who can recognize the mistake that is the fault of the house and suggest a remedy, and who can recognize equally quickly the chronic kicker and smooth him down so that he leaves the store mollified.

USE OF MODERN CONVENIENCES.

OF ALL the time and labor-saving appliances which render the doing of business easy, few are of more importance than the telephone. Houses which do any considerable business receive many orders from regular customers over the 'phone, and the position of the person who receives telephone calls and takes down incoming orders of this kind is important. There are several different ways of answering the telephone, but there is only one way which is right, and that is the way of perfect courtesy and good humor. Talking over the telephone always involves considerable effort and concentration at both ends of the line. The one who conveys the message tries to do so as clearly and explicitly as possible, and the one who receives it should be patient and should do his best to get down everything essential to the proper transmission of the message. The use of the telephone as a means of originating orders is increasing, for while one cannot secure large contracts as readily over the wire as when one is sitting at a man's desk, yet nevertheless it often occurs that the customer needs only a suggestion. In such cases where a telephone call does not put the customer to inconvenience a great saving of time can sometimes be accomplished by a timely and tactful telephone call. Where one is personally acquainted with a large number of one's customers, the use of the telephone can be made a real factor in increasing sales. Telephone calls upon customers should never be made a nuisance, but should be timed so as to reach them just at the psychological moment. The telephone user should never be too persistent in his pursuit of business over the 'phone. It is always irksome to hold the receiver to one's ear, and one experiences a sense of relief as a rule when the party of the other part says good-by. Frequently the telephone used to originate business will result in the suggestion that a salesman will better call. This enables the merchant to make an appointment for one of his men at a definite hour, when an order is almost always forthcoming.

RIGHT MENTAL ATTITUDE AIDS BUSINESS.

IT IS the old mossback method of store keeping to regard business as coming by favor. Business comes as a result of a sincere spirit of service—it comes from the desire to help customers to the extent of the store's resources. A customer seldom purchases goods because he likes the looks of the dealer or because they belong to the same church or the same lodge. He buys perhaps one or two bills of goods on that basis, but if some other man can give him better service he will eventually go to the other man. Those merchants are most successful who hold most steadfastly to the idea of merit and service, who make their places of business pleasant for their customers, who give them high quality and what is known as dollar for dollar value, and at the same time succeed in performing a real and vital service for everyone with whom they deal. The art of merchandising means a good deal more than passing goods across the counter and making change out of the cash drawer. Success is a mental condition, or perhaps it were better to say a mental possession, which puts the right spirit behind the doing of business.

NEW AND ADVERTISING.

WHEN John Wanamaker of Philadelphia first put out a full page advertisement broken up into fifty or sixty newsy little paragraphs, the knowing ones were inclined to smile at such peculiar advertising. His method, however, has been conspicuously successful. He told real store news. His buyers had collected together from all the four corners of the earth the goods which in their best judgment people wanted to buy. These goods he told about in plain, straightforward newspaper language, with the result that people came in crowds and bought the goods thus advertised. The news sense is useful in selling goods, and there is an art in telling news. Some men can tell it in such a way as to make it perfectly flat and uninteresting; another man will tell the same story in a manner that excites the attention and holds the interest of everyone. Interesting news is the relation of some fact or circumstance to someone who does not know it and who will be interested in the fact related. Circular letters which are newsy, which really tell in a straightforward, direct way the news about the goods in one's store, or an advertisement which performs the same service is likely to be successful. Very few people have the gift of humor. Those in whom humor is absent should never attempt to use it for it is likely to be a boomerang.

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THE DELIVERY OF GOODS.

THE A. B. C. of service is prompt and efficient delivery and the handling of goods in such a way that they are set down in a customer's office in perfect condition. Attention should be paid to the character and deportment of those who perform this important service. Where boys deliver small articles, bright lads should be selected, and where possible they should be uniformed. Nothing delights the heart of a boy more than the wearing of a neat-fitting uniform. It makes it easy for him to be polite when he is trying to live up to his clothes. Promptness, courtesy and efficiency in this department of the business is very important, and the greater the promptness and efficiency the better it is for the business.

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ANALYSIS OF ORDERS.

THE writer is acquainted with successful dealers who carefully analyze all the orders they receive, and who can tell as a rule with considerable accuracy when different customers will need to have their requirements replenished. It will be recalled that one of the cardinal principles of warfare enunciated by the cracker-box strategist was that one ought to strike the enemy hard and strike him first. One satisfactory order ought to beget another, but this principle of action is subject to accidents—one's competitor may have a clever salesman who approaches one's customer at the psychological moment and secures his order. Other things may happen, too, to send one's regular business to some other store. If one keeps track properly of one's customers and approaches them at or about the proper time, he can turn the tide of fortune his way in almost every instance where satisfaction has attended previous orders.

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DEMONSTRATION OF GOODS.

ONE of the factors of good service is the careful demonstration of all goods which yield better results by perfect knowledge of their uses and possibilities. Such goods should be carefully explained to customers by someone competent to do this work. Wherever possible this expert should follow the goods into the customer's office, demonstrate them to those in the customer's employ who are to use them, and later on making a friendly visit to discover whether the articles purchased are giving satisfaction and to further instruct them in their use if necessary. The customer appreciates continued interest and recognizes a sincere desire to give service. Such work tends to cement good will and increase trade.

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KEEPING THE CUSTOMER POSTED.

ONCE upon a time when war, or crop shortage, or some other cause made short supplies of goods, the dealer thought it legitimate where he could to get all the stock possible and to charge his customers fancy prices on account of such shortages. This policy is all right for the man who expects to go out of business soon. The man who, however, expects to remain in business indefinitely will find it more profitable to keep his customers posted on market conditions and to warn them of impending advances, so that they may supply themselves with needed goods on the basis of reasonable prices. Many customers appreciate a hint from their dealer as to what and when to buy. Stationery and office equipment dealers are in the best possible position to know what new goods have been placed on the market and to know the people who can use them to the best advantage. Customers invariably appreciate and patronize him who keeps them in touch with goods which bring about more convenient and economical administration of office routine. Sometimes the dealer can obtain such goods for the customer at a profit to himself; occasionally he cannot obtain a profit from such sales, but wherever the customer needs the goods the dealer who is up-to-date does his best to secure them, profit or no profit. The writer knows of one dealer who, because of his courtesy and several small accommodations, has done in the neighborhood of three or four hundred dollars' worth of business within two or three months from the trade sent to him by one appreciative customer. Such instances might be multiplied by hundreds.

THE TELESCRIBE—NEW EDISON INVENTION

An Adaptation of the Dictating Machine for Recording Telephone Conversations.

IT IS within the memory of many of us that Bell stirred the world at the Centennial Exhibition in 1875 with its speaking telephone, and only two years later that Edison produced the phonograph —a machine that talked.

Probably if it had not been for the work Edison did in the invention of the telephone transmitter shortly after 1875, the phonograph would not have come so soon, for it was Edison's experience with the diaphragm action in the telephone that suggested the recording possibilities of a diaphragm vibrating on tin foil.

This close connection of experiments on the telphone and the phonograph shows itself in the first article Edison himself wrote on the latter invention, which appeared in the North American Review in 1878.

With prophetic insight into the future application of the phonograph, he enumerated ten uses it would have. Present-day utilities fulfill all of these forecasts, except the tenth use, expressed by Edison at that time as follows:

"* * * Lastly, and in quite another direction, the phonograph will perfect the telephone. That useful invention is now restricted in its field of operation by reason of the fact that it is a means of communication which leaves no record of its transactions, thus restricing its use to simple conversational chit-chat, and such unimportant details of business as are not considered of sufficient importance to record. Were this different and our telephone conversation automatically recorded, we should find the reverse of the present status of the telephone. It would be expressly resorted to as a means of perfect record. In writing our agreements we incorporate in the writing the summing up of our understanding—using entirely new and different phraseology from that which we used to express our understanding of the transaction in its discussion, and not infrequently thus begetting perfectly innocent causes of misunderstanding. Now, if the telephone, with the phonograph to record its sayings were used in the preliminary discussion, we would not only have the full and correct text, but every word of the whole matter capable of throwing light upon the subject. Thus it would seem clear that the men would find it more advantageous to actually separate a half mile or so in order to discuss important business matters, than to discuss them verbally and then make an awkward attempt to clothe their understanding in a new language. The logic which applies to transactions between two individuals in the same office, applies with greater force to two at a distance who must discuss the matter between them by the telephone or mail. And this latter case, in turn, is reinforced by the demands of an economy of time and money at every mile of increase in distance between them."

The Telescribe is Edison's last achievement, and completes his predictions, made in '78, for this use of the phonograph. It is of some satisfaction, and certainly very fitting, that this combination of telephone and phonograph has been left for Edison to accomplish. That it has been no easy matter is best appreciated by the reflection that no one has done it before, although it must be evident how valuable its use promises to be.

The Extent and Importance of Telephone Communication.

We could not live without the telpehone today. That is almost literally true—at least, in business. Our national characteristics make for speed and initiative, which call for just the kind of action the telephone typifies.

Some of the statistics of the use of the telephone will here be interesting:

The telephone system of the near future will be national, so that any two people in the same country will be able to talk to one another. In the United States the telephone transmits over 60 per cent of all forms of communication, totaling over 15,000,000,000 conversations each year, and representing as many messages as the combined total of telegrams, letters and railroad passengers.

In the earliest days of the telephone, Bell was fond of prophesying that "the time will come when we will talk across the Atlantic Ocean," but this was regarded as poetical fancy until Bupin invented his method of automatically propelling the electrical current.

"For my part," says J. J. Carty, Chief of the Telephone Engineers, "I believe we will talk across the continents and across oceans. The immediate long distance problem is, of course, to talk from New York to the Pacific. The wires are already strung to San Francisco, but cannot be used in the present stage of the art, but I can see a universal system of telephony for the United States in the very near future."

In these dazzling days it is idle to predict. The inventor has everywhere put the prophet out of business. Fact has outrun fancy. Who could have foreseen what the telephone bells have done to ring out the old ways and ring in the new; to ring out delay and isolation and to ring in the efficiency and the friendliness of a truly united people?

With the vast importance of the telephone conveyed by this data, is it not surprising that no recording devices like the Edison Telescribe have been heretofore introduced?

Two natural explanations suggest themselves: First, the telephone companies have had their hands full with the rapid development of the telephone industry itself, second, to affect the proper combination one must be master of both arts—telephony and phonography—a position which Edison and his assistants happily represent.

MR. EDISON APPROVING THE TELESCRIBE.

Certain it is that business will be more efficiently conducted by the introduction of the Telescribe. We copy letters and refer to them—the recipient knows his letter is copied and in the sender's file as a matter of record. We sign the letters and place the statements in our correspondent's hands, expecting to have them referred to as evidence. This is also true to some extent in telegraphing.

But in telephoning, which is the quickest means of communication—and as we have seen, so necessary and popular as well—we have no records for reference; no feeling of security that attends the actual possession of a signed communication, or the carbon copy of a letter we have mailed to another.

Operating the Telescribe.

The Edison Telescribe comprises an Edison dictating machine which is especially equipped with the telpehone recording appliances.

It is interesting to note that the Telescribe comes at a time when millions of letters a year are dictated and transcribed from the Edison dictating machine. This situation removes the difficulty of the average business office understanding the phonographic side, which guarantees the Telescribe's su cess. A glance at the Telescribe reveals a complete device for telephone connections with the ordinary desk set; the dictating machine is equipped with a micro-recorder, which swivels into place over the wax cylinder, and is wired up with the Telescribe on the user's desk. In short, the Telescribe is a complete telephone extension run with its own small batteries, concealed in the casing.

A telephone message is telescribed in the following manner: The receiver of the regular desk telephone is removed from the hook and placed in the socket of the Telescribe. In this way the acoustic connection to the dictating machine is made without danger of criticism from the telephone company, as the instrument is neither mechanically nor electrically connected to their lines. The user then takes up a small receiver, which is part of the Telescribe, and gives his call to the exchange, while starting and stopping the dictating machine by means of two small buttons on the Telescribe in order to record the conversation between pauses or delays, and avoiding any waste of running the wax cylinder meanwhile.

In this way, both sides of the telephone conversation are recorded, including all the evidence of the central operator's voice in making the connection. The dictating machine becomes, in reality an "eavesdropper" on the telephone line.

"Telescribing" Will Become a Custom.

There are many telephone subscribers in every locality who have monthly toll bills of hundreds of dollars, evidencing the practice of conducting an important part of their business by "conversations." Brokers, in many instances, do buying and selling by telephone from both local and outlying territory; advertising agents secure the approval of their clients at distant points by reading late copy on the 'phone; purchasing agents place orders and secure promises and prices of importance as a daily occurrence through the telephone. But the special applications of the Telescribe will not be as important as the ordinary uses which every large organization finds for recording wire conversations in the course of their ordinary day's work.

The Telescribe will place the use of the telephone in a more serious light in business. After a conversation, the dictator will turn to his dictating machine and confirm his message in the usual manner covering the general understanding, while he will mark his letter: "Telescribed on the Edison Dictating Machine." To the person receiving this confirmation, the question of its correctness will be unquestioned, and give that feeling of business security to both sides, which is now missing and in some cases may be even depended upon if denial of telephone understanding is expedient.

The wax record, containing the telescript and the dictated confirmation, may be retained indefinitely for reference, but future acknowledgments and circumstances reduce the time for holding the records to only a few days in most instances.

Basic Idea of Good Window Dressing

By JOHN T. HOTCHKISS, Manager, Retail Book Department, The J. K. Gill Co., Portland, Oregon

¶ The basis of a good window display is to create a demand for the goods shown, or such goods as are allied in the popular mind with the goods displayed.

¶ In the language of one of Shakespeare's characters, such a display should be "neat, but not gaudy." Overcrowded windows, unless concerning a special sale, give the onlooker much the same feeling that one receives from an overdressed woman; a slight disgust and disinclination to pursue.

¶ The amount of stock to be shown, of course, varies with the nature of the goods and the season.

¶ A single perfect rose in a cut-glass vase seems doubly perfect by the contrast with a number of roses of the same quality crowded into the same vase.

¶ Backgrounds inconspicuous but handsome and dignified, invest the goods shown with a glamour that is absolutely destroyed by backgrounds glaring or too conspicuous.

¶ Motion in a window unrelated to the particular display or idea or class for which the firm stands, detracts from the attention value of the goods displayed, and is a distinct loss when considering the class of people who habitually look in windows at displays. The new interest aroused is not in proportion to the loss just spoken of.

HISTORY AND INFLUENCE OF PLAYING CARDS

Article VIII. From the Ancient to the More Modern Designs.

BEFORE passing on from the ancient examples of cards it will be of interest to mention a pack, one member of which was illustrated in a previous article. This was a pack of circular cards supposed to be of a date as early as 1470. The example shown in a previous article was the ace of Columbines. The suits in this pack are five in number and were named hare, parrot, pinks, roses and columbines. There are four picture cards to each suit—king, queen and two knaves. The presence of the two knaves would appear to indicate some real or fancied connection in the minds of the makers between cards and chess, the two knaves corresponding to the two knights in the chess game. These cards were supposed to have been made in Strutt by a German or Flemish artist. One authority supposes the entire pack to have consisted of seventy cards, the increased number of suits being indicative of their Oriental derivation. The circular shape is of eastern character, symbolical of pantheism. Europe preferred her cards to be square. There is, or was, in the Paris collection another pack of circular cards without the suit of roses and with no tens. The kings and queens are on horseback—the other two figures are on foot.

Upon the invention of engraving there followed cards upon cards, pack upon pack, and the engravers and artists, untrammeled in their efforts, produced an amazing number of different ideas and conceits. The four suits of the ancients gave place to new symbols and designs. As a result, a perfect shower of quaint figures and capricious emblems was produced. In place of bells, leaves, hearts and acorns came a succession of novelties—figures of men, animals, birds and flowers, each one in its turn being superseded by something else.

In Florence the engravers were not behind their German brethren, producing some very beautiful designs, some of which have been attributed to Andrea Mantegna. One or more complete sets of these cards is in existence. The pack is composed of fifty pieces which include some curious cards and are as follows: A beggar, a valet, a goldsmith, a merchant, a gentleman, a knight, a doge, a king, an emperor, the pope, Calliope, Urania, Terpsichore, Erato, Polimnia, Thalia, Melpomene, Eurterpe, Clio, Apollo, Grammatica, or grammar, logic, rhetoric, geometry, arithmetic, music, poetry, philosophy, astrology, theology, astronomy, chronology, cosmology, temperance, prudence, fortitude, justice, charity, hope, faith, the moon, Mercury, Venus, the sun, Mars, Jupiter, Saturn, the Eighth Sphere, the chief agent, and the First Cause. These cards seem to be significant of the philosophy of the time in which they were made—a time when ideals were in a very chaotic condition; when all manner of peculiar superstitions flourished alongside of the exact sciences and the more graceful accomplishments.

Virgil Solis produced some cards about the sixteenth century engraved on copper. These had no knights, but had pip cards from ace to ten. In the cards produced at this time there were some astonishing conceits. Some were more or less indelicate, some grave and others utterly unintelligible. The marks of suits which Solis adopted were lions, parrots, apes and peacocks. In some packs the knights are entirely missing, but in almost all of them the ladies supply their place, with the sole exception of the Spanish packs.

The three of bells, reproduced in a previous article, also the knave of hearts, under date of 1511, are good examples of the spirit of the time in which these cards were made. The knave of hearts from the Saxon pack of 1511 seems to represent an itinerant barber accompanied by a squirrel, and bearing about him the implements of his trade.

Modern Cards in France and England.

The custom of giving names to the figured cards is said to be peculiar to France, hearts, diamonds, clubs and spades being names anciently conferred. These were the suit cards. The kings were Charles or Charlemagne, Caeser, Alexander and David. The queens were Judith, Rachel, Argine and Pallas. The valets were Lahire, Hector, Lancelot and Hogier. The four kings are supposed to represent the four ancient monarchies of the Jews, Greeks, Romans and Franks, and the queens to represent wisdom, birth, beauty and fortitude. In some packs Esther as an impersonation of piety supersedes Rachel.

QUEEN OF HEARTS.
(French "Coat" Cards, Sec. xvi.)

It will be noticed that this arrangement of cards was entirely different from the old tarot games symbolical of East Indian ideas, and therefore involved necessarily the idea of a new game. It is assumed that the alteration was in consequence of the invention of the game of piquet, and these cards are distinguished as piquet, or French piquet cards. Some of the cards, examples of which have been shown in previous articles, are from packs of the time of Charles VII. It is rather curious to note that the card now known as the Jack is also almost equally well known under the title of Knave. There is ground for the supposition that the English term Jackanapes was in all probability "Jack-a-naipes"—that is to say, a buffoon in particolored dress like the knave on cards. There is a curious satirical poem entitled "The Knave of Harts, His Supplication to the Card-makers," written by Samuel Rowlands in 1612, in which the knave complains of the old-fashioned attire to which he and his fellows were condemned, and expressly attributes its origin to the French. The poem is as follows:

"All other knaves are at their owne free-wille
To brave it out and follow fashion still
In any cut, according to the time;
But we poore knaves (I know not for what crime)
Are kept in pie-bald suites, which we have worne
Hundreds of years; this hardly can be borne.
The idle-headed Frenche devis'd us first,
Who of all fashion-mongers is the worst;
For he doth change farre oftener than the moone;
Dislikes his morning suite in th' afternoone.
The English is his imitating ape,
In every toy the tailer's sheares can shape,
Comes dropping after as the divell entices,
And pulleth on the Frenchman's cast devices:
Yet wee (with whom thus long they both have plaid)
Must weare the suites in which we first were made."

THE SELECTION OF STENOGRAPHERS

Article III. The Applicant's Health Record.

—By Leonard Felix Field, L. L. M., Ph. D.

In selecting a stenographer very little attention is generally paid to the subject of the applicant's health. No competent executive will hesitate for a moment in subscribing to the truth of the statement that no single element affecting business efficiency is of as great importance as the health of the employe. A stenographer who enjoys radical and robust good health enjoys a great advantage in her efforts to perform her duties efficiently and her weaker sister is obliged to struggle against a handicap, which seriously affects her business efficiency. The light, buoyant step of the stenographer who enjoys good health is reflected in the large quantity and the good quality of the work which she turns out and the slow, listless shuffle of the stenographer who is suffering pain and discomfort throughout the day is reflected in work which is slowly and laboriously finished and which shows numerous errors and corrections. In addition the executive must bear in mind that the frequent absence of a stenographer because of illness, even though only for a short period of time, results in greater loss of efficiency to his business and in greater personal inconvenience to himself than any other minor interruption in his business. A robust and healthy stenographer with less technical skill and proficiency is much to be preferred to one possessing greater technical skill and poor health.

Nature of Inquiry.

In selecting a stenographer many executives examine the facial appearance of the applicant as an index to her health. This method of examination will sometimes result in the rejection of an applicant who is in poor health. It is, however, an exceedingly crude method of examination, both because the indicia of poor health apparent in an applicant's face may easily be concealed and because a poor facial appearance is not always a true index of poor physical condition. Many executives deem it inexpedient to make any further inquiry into the applicant's condition of health because they believe that the subject of health is a delicate subject and that the applicant may be embarrassed if asked about this subject by her prospective employer. This attitude is essentially one of prudery. Whether an inquiry of this kind is offensive or proper depends entirely upon the manner of the employer. Questions may be asked in a gentlemanly manner or in an offensive manner and the innate good breeding of the executive will generally dictate to him the manner in which questions of this character should be asked. Since this inquiry is one which some executives may be unable or unwilling to undertake, however, it is doubtless preferable to obtain the necessary data regarding the applicant's health from the application form rather than by direct personal inquiry.

PAGE TWO.

10. DISEASES. Give full information concerning each of the following from which you have suffered:

	Disease.	Year.	How Long Did You Suffer?	How Cured?
A	Appendicitis			
B	Asthma			
C	Biliousness			
D	Catarrh			
E	Cold in head			
F	Cold in throat			
G	Constipation			
H	Consumption			
I	Diarrhoea			
J	Diphtheria			
K	Dizziness			
L	Fainting spells			
M	Grippe			
N	Headache			
O	Indigestion			
P	Kidney disease			
Q	Malaria			
R	Measles			
S	Neuralgia			
T	Peritonitis			
U	Piles			
V	Pleurisy			
W	Pneumonia			
X	Rheumatism			
Y	Rupture			
Z	Scarlet Fever			
AA	Skin disease			
BB	Sleeplessness			
CC	Smallpox			
DD	St. Vitus dance			
EE	Typhoid fever			
FF	Varicose veins			

11. ATTENDANCE. State the number of days you have been absent from business during each of the last twelve months:

	Month.	Days Absent.	Cause of Absence.	Name and Address of Physician.
A				
B				
C				
D				
E				
F				
G				
H				
I				
J				
K				
L				

12. TIME OF MAXIMUM EFFICIENCY.

A Morning? ..... B Afternoon? ..... C Evening? .....

D Reason? .....

13. FORMS OF EXERCISE. What forms of exercise do you take?

	Form of Exercise.	Amount Each Week.
A		
B		
C		
D		

14. ADDITIONAL WORK. What work do you engage in outside of the office?

	Kind of Work.	Hours Each Week.
A		
B		
C		
D		

15. MISCELLANEOUS HEALTH DATA.

A How many hours do you usually sleep? .....

B Is your appetite good? ..... Medium? ..... Poor? .....

C Are your teeth good? ..... Medium? ..... Poor? .....

D Do you wear glasses? ..... What is nature of defect? .....

E Is your hearing defective? ..... Nature of defect? .....

Record of Diseases.

The information which is obtained from the applicant's answers to the questions regarding diseases and the symptoms from which she has suffered or is suffering is of value because it enables the employer to reject those whose health record is bad. In examining this record with a view to accepting or rejecting an applicant most attention should be given not to the serious character of the diseases from which the applicant has suffered but rather to the diseases and symptoms from which the applicant is suffering at present and the effect of these diseases and symptoms upon her business efficiency. For example, although appendicitis is a more serious disease than rupture the fact that the applicant underwent an operation for appendicitis three years ago is of less importance than that she is suffering from rupture at present. And although rupture is far more serious than sleeplessness, constipation, indigestion or dizziness, the business efficiency of a woman is affected more by her suffering from these symptoms of sleeplessness, constipation, indigestion or dizziness than it is affected by her suffering from hernia. The prospective employer may regard this record of diseases from two points of view. The small and medium employer should seek to obtain an applicant who is free from discomfort-producing and efficiency-reducing symptoms and disease. The larger employer may devote some time and effort to the correction of the faulty personal hygiene of the applicant, with a view to removing symptoms which are not serious from a physical point of view but are serious from the point of view of business efficiency, because of the personal discomfort which they produce.

Record of Attendance.

The record of the applicant's attendance is of as great value as the record of the diseases from which she has suffered. The organization of business life provides for continuous

daily activity, interrupted only by Sundays and holidays. Absence from business on the part of a stenographer causes inconvenience and loss of a most serious kind. If a stenographer is frequently absent from business for short periods of time such absence causes even greater inconvenience and loss than a single absence for a longer period of time, because in the latter case a substitute can be obtained and trained to do her work. This inquiry into the applicant's record of attendance will serve to eliminate many stenographers whose employment is undesirable because they lose one or two days each month on account of personal illness. Such stenographers are undesirable not only because of their absence from the office for one or two days each month but also because in their case the employer practically pays four weeks' wages for three weeks' work, since the stenographer is unable to perform full service for several days before and after her days of absence.

Miscellaneous Health Data.

The employer of stenographers should also be interested in the personal hygiene of applicants for employment and will do well to make some additional inquiries with reference to the health of these applicants. The inquiry with reference to the applicant's time of maximum efficiency will frequently give most valuable clues to the applicant's general health and personal hygiene. Normally, an individual's time of maximum efficiency is in the morning. If the applicant states that her time of maximum efficiency is in the afternoon or in the evening it may indicate that her digestive system troubles her in the morning or it may indicate that she is in a weakened condition in general. The inquiry with reference to the amount of exercise is valuable primarily because those workers who indulge in some form of exercise thereby prolong their life of business usefulness and also because it gives to the employer a valuable indication of the manner in which the applicant utilizes her hours of leisure. Similarly the inquiry with reference to the additional work which the applicant for employment is performing outside of her office work is useful not only in enabling the prospective employer to determine whether or not she is overtaxing her strength in such a manner as is likely to lessen her business efficiency but also serves as an extremely valuable guide to the applicant's personal ideals and moral worth. The importance of the inquiries regarding the applicant's sleep, appetite, teeth, vision and hearing is self-evident and needs no extended explanation.

The St. Louis Stationers' Club held its regular monthly meeting on Monday evening, August 17, at the American Hotel Annex. A splendid dinner was served. St. Louis will send a strong delegation to the Philadelphia convention of the National Association.

FALL WINDOW SUGGESTIONS

A Few Hints on Modern Ways of Showing Office Equipment.

THE show window is the office appliances dealer's best asset, aside from the spirit which he puts behind his business. There are a few trite old axioms which apply more strongly to the show window than to anything else. One is, "Seeing is believing," and another is "Goods well shown are half sold." Of all our senses probably the sense of sight gives us the most constant satisfaction, and impressions from objects seen are seldom effaced from the memory. Sight memory is more acute and more lasting perhaps than the memory of impressions from any other sense. And this fact accounts probably in part for the importance of proper displays of goods.

There are window displays which amount to a practical demonstration of office equipment. Some lines can be so shown as to bring instantly to mind the most economical and practical use to which they can be put. Suppose one's trade were largely with banks and big commercial houses, and one's store were located in the banking and counting house district. Obviously a large proportion of those who passed by the store windows would be connected with various institutions of this character, and would be interested to a greater or less extent in displays which have reference to their own work. Let us suppose now that the dealer having a stock of loose leaf goods on hand should attempt to work out a combination that would be of especial interest to bankers. Can anyone suppose that a window display showing a combination of a Burroughs posting machine and addressing machine, and an Irving-Pitt posting machine ledger, or a Plew & Motter ledger device for the same purpose, would not attract attention? The dealer, of course, would not find it necessary to purchase a bank posting adding machine, for if the adding machine man in his town is up-to-date he will be glad to lend a machine for purposes of window display for a week or two; the same is true of the man who handles Addressographs or other addressing machines. Such a display need involve no expense and will be sure to attract attention and result in many inquiries, especially if someone can be found who will operate the machines for an hour or two during the busy part of the day.

The method of arrangement in the show window depends upon the character of the goods shown. Small goods, of course, if displayed in a window must be shown in considerable numbers and variety, but their arrangement should be as orderly and symmetrical as possible. Large pieces, however, such as office furniture, etc., should not be crowded. Probably the most satisfactory arrangement of office furniture and office machines of the larger type is in combination, as a suitable combination of desk, chair, filing cabinet, typewriter desk and typewriter. On the desk may be letter trays, card index files, pens, ink, and all the desk accessories which the store keeps in stock, not forgetting the chair in front of the desk. It goes without saying that combinations so shown should match absolutely and should represent a high standard of quality, unless the dealer emphasizes cheapness as a feature of his line.

Of course, no dealer in his senses will overlook the exhibition of seasonable and seasonal goods in his window. He will not, in other words, show Christmas cards in July, but he will begin boosting his Christmas trade about the first of December or sooner, and, if he is wide awake, will devise ways and means of apprising the public of just about what stock he has on hand. One may perhaps note a distinction between seasonable and seasonal goods. For instance, school goods are hardly salable during the summer vacation. They are to a certain extent seasonal goods because they cannot be sold at all times of the year. The same is true of Christmas cards, New Year announcements, etc. On the other hand, seasonable goods may depend upon conditions at a given time. They might be salable at one time according to conditions, and not salable at the same time another year under different conditions.

News Events as Window Features.

Some stationers do intelligently take advantage of leading news events to attract attention to their business. A clever application of such events always takes. It need not be funny, but it should have a ground work of common sense and sound judgment. Many stationers, of course, throughout the country are now featuring maps of Europe in their windows on account of the European war, and we suspect that there are many such who merely hang a big map in the window and pay no more attention to it, but simply hand out maps when customers come in and call for them. We wonder if it has occurred to any dealer to point out what must be obvious to every newspaper reader. This idea has a direct application to the office equipment lines. Office equipment men have been preaching efficiency for many years, and our politicians and reformers have found much waste and inefficiency in governments. The story of the European war does not betray ineffi-

ciency in the military arm of any of the governments engaged; in fact, we behold efficiency raised to the nth power and used for the destruction of pretty nearly everything that is precious, useful and beautiful. Has it occurred to anyone to turn this idea about and point out by a suitable bulletin in one's window that the efficiency for which one provides the means is the efficiency of creativeness, of usefulness, and not the efficiency of destruction? This is merely a suggestion, but it seems to us that it could be worked out to practical advantage. Local events of interest may be used to attract attention. Social and civic movements may be employed, and in fact that application of one's stock to the daily life of the people is all but endless. We have discovered that the European war has cut off the supply of German toys. How will dealers meet this situation? Is there not here a kernel of interest that the intelligent window dresser can employ to the advantage of his store?

John Wanamaker created a most powerful and successful advertising system by making his store advertisements store news. Every advertisement was newsy—it was filled with exactly the information the people wanted—it was based seemingly upon their own questions. Every advertisement told facts and told the kind of facts the public wanted to know. We believe that that window display which is the most newsy in the sense of telling things which people like to know is the most successful display.

CO-OPERATION BETWEEN MANUFACTURERS AND DEALERS

Suggestions As to the Value of Mutual Team Work and Forbearance.

PRETTY nearly everything in this world comes to the man who holds a constant ideal and an unswerving purpose. This is so true that one can make even wrong thoughts and wrong ideals come true—and then suffer the punishment. A right ideal backed by firm and dauntless purpose is not one which involves the downfall of the ideal for prosperity of other men. Certainly no one can prosper upon the misfortune of those from whom he buys any more than upon the failure of the customers to whom he sells. In the field of retail merchandising and specialized service, a field which is nowhere more distinctly outlined than in the office equipment industry, the prosperity of the business as a whole is indissolubly bound up with the welfare of all of its elements. The interests of manufacturers and dealers are mutual—they are almost, in fact, identical. For the service which he gives the dealer depends to a certain extent upon the prosperity of the manufacturers from whom he buys, for if they enjoy healthy conditions in their business they can continue to turn out goods of quality and to employ experts to keep themselves alert to perfect new improvements and put new inventions upon the market. All of these things present opportunities to the dealer vastly in excess of the expense of handling such devices.

When the manufacturer is not making money it is sometimes a great temptation to lower the quality of goods. We venture the assertion that in no case, where a manufacturer takes pride in his product does he voluntarily lower its quality. If he does so it is because he is forced to do it in order to keep even a semblance of the business going. It is this sort of thing which dealers as a whole cannot afford to have come to pass. There is no better guarantee for prosperity on the part of dealers than prosperity among the manufacturers of the goods they handle, for prosperity in the creation of service commodities means widening opportunity for the distributers of such goods.

On the other hand, the manufacturer cannot afford to conduct his business so that the people who purchase goods from him are prevented from having their full measure of profit in the handling of those goods. He must allow such discounts as will enable his dealers to sell his goods at a comfortable margin of profit—not merely a fair margin, for a fair margin is susceptible of a good many different constructions, but a comfortable margin of profit which will allow the dealer to feel a sense of satisfaction over increasing sales.

Nor should the manufacturer permit his salesmen to use their abilities in overstocking dealers. Commercial indigestion is a bad thing for trade, and big orders from those who ought to give small or moderate orders are a sure symptom of approaching dullness in the quarters from which such orders come. The really successful business is not the one that has to get a new set of customers every year, but it is the business which keeps all of its old customers, which sells them enough but not too much, which helps them to prosper, and wherever possible, keeps every man on his feet as an active producing unit. There is no more money to be made out of the man whose stock has been sold by the sheriff.

Manufacturers Should Point the Way.

It is suggested that manufacturers expand their customary policy of helping dealers, by pointing out new ways of displaying goods, by devising window and counter displays, by supporting him in his advertising and letter work, devising form letters, follow-ups, etc., and by advising ways and means of reaching all the available customers in each territory. A great many of these suggestions would best come from the salesmen themselves, who are on more familiar terms with their customers, and who can give advice in a casual way without creating any sense of resentment on the part of those to whom the suggestions are made. We believe that manufacturing houses will find it to their advantage to impress traveling salesmen with an enthusiasm not only for securing a great many orders, but for getting those orders right. That is, in the right quantity and from the right people, so as to guarantee a continuance of business when once established. Certainly whatever the manufacturer can do to increase the prosperity of each and all of the dealers who handle his goods will react in increased business for his own factory.

The dealer on his part can co-operate with the manufacturer by keeping him posted as to his situation, and by keeping the manufacturer informed as to what goods are in demand in his locality, and why, and keeping the manufacturer posted on trade conditions and the factors which enter into those conditions. Wherever an improvement in the goods seems to be advisable, the dealer should frankly suggest where and in what manner such improvements could be brought about.

Nowhere are complete harmony and frankness of more importance than between dealer and manufacturer. Co-operation here is mutually essential, just as harmony is the chief essential in the state of wedded blessedness. No two or more human beings ever thought precisely the same about anything, and dealers and those from whom they buy should practice the virtue of forbearance with persistent effort to help. Allowing for the other fellow's peculiar views, we must all agree that he is all right in the main, and that we can work with him to the advantage of all concerned. No one appreciates a really live and energetic dealer more than the man whose goods he sells.

THREE UNIT STATEMENT SYSTEM FOR BANKS

System Described Which May also Be Applied to Commercial Accounting.

OFFICE APPLIANCES finds occasion to present from time to time many labor saving devices. but not always is it able to show these devices used in combination in a manner which is achieving recognition and popularity. We refer to a system of mechanical posting now in use in many banks, embracing the actual work of the ledger clerk, the statement clerk and the chief accountant, or those who prepare the monthly balance sheets. The use of the system or combination of machines employed makes possible, it is said, such a saving in payroll as to make the adoption of some such combination system very profitable.

Mechanical posting in banks is primarily divided into two parts; the daily ledger posting and the issuing of the monthly statements. The mechanical posting idea eliminates waste of time and insures accuracy of calculation. Entries on monthly statements may be made at the same time as posted, or may be withheld and made up at one time from the accumulation of deposit slips and cancelled vouchers. For ledger posting work alone the elements employed are a listing-computing machine, a lot of sheets which can be easily withdrawn or inserted into a binder, a quick acting binder of some description and a rack or frame to hold the covers of the binder in an upright position so that the leaves may be moved freely. For this part of the work an automatic addressing machine would be used only once, when the system is first installed. But such a machine comes back into use when the monthly statements are to be issued.

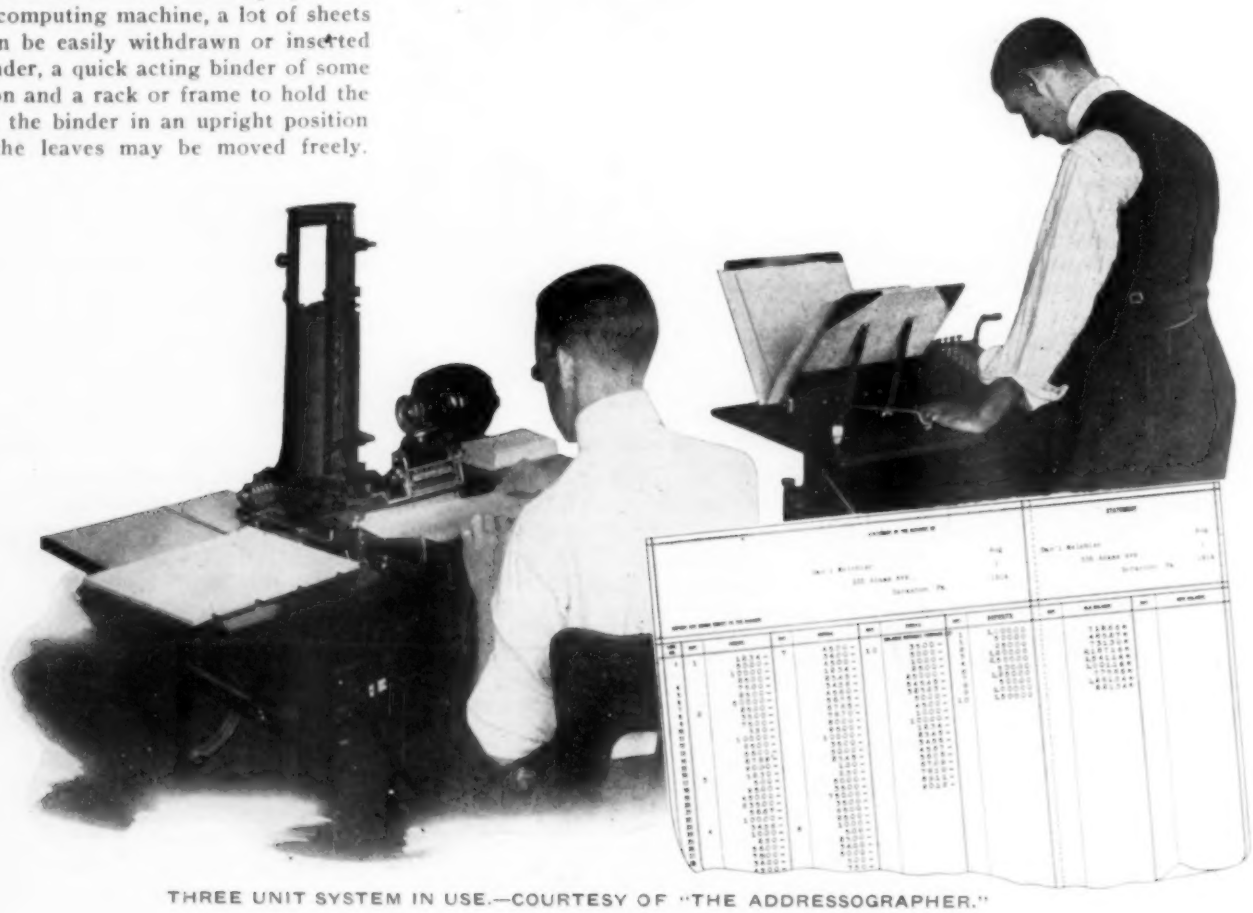
That all of these separate items may be identified, the attention of readers is called to the illustration here presented, showing the equipment which is used by a considerable number of leading banks. The addressing machine here shown is the well known Addressograph, manufactured by the Addressograph Company of Chicago. The center item in the picture is the Snapper Post Silver Cap Binder and Collapsible Steel Rack, manufactured by the Plew & Motter Company of Chicago, and the listing-computing machine is the new electrically driven Burroughs, manufactured by the Burroughs Adding Machine Company of Detroit.

Ledger Posting.

The sheets in bank ledgers ordinarily contain six columns headed "Old Balance. Checks in Detail. Deposits. Balance and Overdraft." The sixth, or date column, may be placed wherever it is most convenient. The listing-computing machine is used as an adding machine when printing deposits, and when used at the close of the day's work a new balance is instantly given and recorded. If checks are being listed the subtracting mechanism is used to deduct all items as they are printed, automatically detecting overdrafts, if any.

Statement Work.

If the daily posting method is used the statement sheet will usually contain six columns, as already pointed out. The statement machine subtracts withdrawals as each individual check is listed, adds deposits, prints dates and automatically marks overdrafts. The results of all these operations appear in the appropriate columns above mentioned. The machine, when set for this column arrangement, automatically regulates itself, subtracting all items printed in any voucher column and adding all items printed in the deposit, or old balance columns, unless the latter is known to have been an overdraft. The sheet is perforated between the fourth and fifth columns so



THREE UNIT SYSTEM IN USE.—COURTESY OF "THE ADDRESSOGRAPHER."

that the part showing the old and new balance can be retained for analyzing accounts or calculating the interest on daily balances.

On the statement as on the ledger these overdrafts are automatically indicated. The use of the statement Addressograph in connection with this system means it is said, faster work and incomparably better service in maintaining and addressing depositors' lists. Any competent operator can head up the bank statements at the rate of fifty to sixty per minute and list names on loose leaf ledger sheets at the rate of sixty to seventy-five per minute. Because of the rapidity with which the addresses are handled the various firms may be addressed in one-twentieth of the time, it is said, required by writers by hand, without the mistakes and errors to which the most careful hand work is subject.

The Ledger.

Many types of ledgers are used for both current work and statements, the prime requisite being that they shall act quickly, hold sheets securely when closed and permit sheets to be clipped a short distance outside of the binder to right or left, thus indicating to the operator those accounts which show overdrafts as opposed to those showing customary balance. In the type of binder illustrated there are four sectional posts, the inner two being rigid, the lock operating upon them. When the binder is open for use all four posts engage slots or gouged punchings in the bottom of the sheet and may therefore be easily removed as desired. The two outside posts have snapper, or glove fastener bases, and when the binder is closed these two posts are removed and reinserted through round punchings in the sheet, to engage two additional snapper bases placed to correspond with the position of the holes in the ledger sheets. It will readily be seen that such a binder when closed needs no compression to hold the sheets, and may be handled as roughly as its uses demand. The round punchings in the ledger sheet are in position to fit over the posts of the cheaper canvas binders used for storage purposes.

Office Appliances is indebted to the Addressograph Company and the Plew & Motter Company for the information upon which this article is based. The cut shown herewith was used in a descriptive article published in the Addressograph-er of recent date.

Work was started on the new Skinner & Kennedy building in St. Louis about three weeks ago, and the foundation will soon be completed. This new store and printing plant will be seven stories high and one of the finest and most up-to-date in the west. It will be completed about May 1, 1915.

All things come to him who goes after them—right.

Man is an engine, driven by the power of his own energy.

PRINTS WAR PAPER ON BOAT.

The Chicago Daily News recently published the following interesting little story concerning a Chicagoan whom many of the subscribers of this magazine know. L. Wessel, Jr., who pulled off this clever stunt, is president of the American Loose Leaf Manufacturing Company of 113-125 North Green street, Chicago. The story printed by the Daily News is as follows:

A daily newspaper written, printed and circulated on board the liner La France by L. Wessel, Jr., of Chicago during its wait at Havre and voyage across the Atlantic is one of the "war curiosities" brought over from Europe. Mr. Wessel, presiding as galley boy, printer, reporter, editor and publisher, chronicled from day to day, beginning with August 7, the rumors, scares and happenings which reached the liner marooned in the harbor. The paper was called the "S. S. France Herald" and was published under the auspices of the passengers' committee. It consisted of one sheet printed on one side and was three columns wide. Owing to the presence of Frenchmen on board the later editions were half in French and half in English.

"There was a new source of terror every moment while we were in Havre waiting for the boat to start," said Mr. Wessel. "The women became frightened, believing they would never see America again. The men were likewise considerably disturbed, believing they would be held at Havre until the war was over. There was a great deal of bitterness against the United States administration at that time. 'Why doesn't Wilson send a fleet after us or notify the government to let us go?' were questions asked repeatedly. By means of the little newspaper we managed to calm the excited passengers. Day by day it was my duty to explode rumors and relieve apprehensions."

Among the clever items, remarks, rhymes and editorials which appeared in the S. S. France Herald was the following parody, written under stress of great emotion occasioned by the military rules issued at Havre:

"A rule there was, and it made us swear,
Even you and I.
Of one bag, no trunk and a third class fare
Issued to you and I,
And this rule, they called it the militaire,
What we would have called it we could not dare,
Even you and I."

"Toward the last of the voyage we asked the captain, who was a fine sort of man," said Mr. Wessel, "what we could do to show our gratitude to the stokers on the boat and others we couldn't reach by tips. He told us in a French speech that the stokers would appreciate most a fund raised for Red Cross purposes. So we secured a $50 pledge from eighty-three of the passengers and gave an entertainment to raise the rest of $5,000 which we aimed at."

The Inner Circle of the Great Order of Office Appliances

¶ S. E. Hilles, president of the Sam'l C. Tatum Company of Cincinnati, Ohio, is a very efficient amateur photographer. He enjoys traveling and on his journeys it is his custom to carry with him a pocket kodak. He has an exceptionally fine collection of photographs taken on his recent journey. Some of his pictures, notably of fortified headlands, were taken under difficult circumstances and unwittingly against the regulations of two or three foreign governments. None of the pictures, however, which the writer has seen are of a character that would give away any essential military information, because they were taken for the beauty of the scene and not for ulterior (?) motives.

* * *

¶ J. Couper Lord, secretary and treasurer of the Royal Typewriter Company, Inc., is an enthusiast on the game of golf and a remarkably skillful player thereat. On the Fourth of July last Mr. Lord defeated all comers over the golf course at the Country Club near his home, winning the much coveted Country Club championship. He declares that he will do it again next year.

* * *

¶ Paul Barrett, manager of the Chicago office of the Barrett Adding Machine Company, is an automobilist who enjoys his car on every occasion possible. Mr. Barrett is also of an inventive turn, and his ideas occasionally are contributed to the mechanical department of the company with which he is connected.

* * *

¶ John Underwood, president of the Underwood Typewriter Company, enjoys foreign travel—or did until the outbreak of the present European war, which found him in London at its beginning and spoiled his plans for a continental tour on business and pleasure.

* * *

¶ Nelson C. Durand of the house of Thomas A. Edison, Inc., East Orange, N. J., may be said to be a typical American. He has two great interests—his family and home and Thomas A. Edison, Incorporated. Mr. Durand is an enthusiast upon Edison products, and long and close association with Mr. Edison himself has cemented a strong affection and an unbounded admiration for the great inventor.

* * *

¶ Wesley A. Stanger, who has made such a fine record as manager of the Chicago office of the Royal Typewriter Company, used to make his living as an editor. Ten years ago he regarded himself as wedded to the publishing business, but his success as an executive has probably departed him permanently from that occupation.

* * *

¶ W. R. Conner, sales manager of the Chicago commercial stationery house of Stevens, Maloney & Co., used to head the advertising department of one of the big Texas manufacturing stationery houses. In this position he achieved much success. Preferring the northern climate, however, he came back to Chicago.

* * *

¶ W. F. Schweiger, treasurer and general manager of the Multipost Company of Rochester, N. Y., got his training in salesmanship with the National Cash Register Company of Dayton, O. He mastered thoroughly the work required from intending salesmen of that concern and for some years successfully represented that company on the firing line of business.

* * *

¶ Miss Rose L. Fritz, who held the typewriter speed championship for several consecutive years, and who, at the recent Chicago Business Show, achieved a record equal to that made by Miss Owen at New York last fall, is one of the most valued members of the Underwood staff. Miss Fritz, who speaks German fluently, has traveled abroad in the interests of the Underwood, having taught touch typewriting in Germany not long ago. Her contributions to the Underwood News, the house organ of the Underwood Company, are read with interest.

SIXTIETH BIRTHDAY OF J. W. EARLE

Remington Typewriter Head Celebrates Important Anniversary.

It is difficult to realize, but it is a fact nevertheless that President J. Walter Earle of the Remington Typewriter Company was sixty years old on the thirty-first day of August. "Sixty years young," we believe, is the accepted expression—it certainly has a peculiar significance and appropriateness in the case of Mr. Earle. He certainly is the youngest man of sixty we ever have met or are likely to meet. He is not only young in vigor and young in appearance, but he is young in spirit. He is a veritable rejuvenating influence today on many of his actual juniors.

Now, on the occasion of his sixtieth anniversary, a short resume of his career is appropriate. It makes an inspiring story, for Mr. Earle in the course of his progress up the ladder of success has stood on nearly every rung, and there is hardly a task that confronts the man of business today with which he does not have a sympathetic understanding based on personal knowledge and experience.

The sixty years of Mr. Earle's life divide themselves into two numbers, 23 and 37, representing the years before and after he became connected with the Remington. Lots of Remington men, many of them prominent today, were not born or even expected when Mr. Earle first entered the typewriter game.

Mr. Earle was born at Jacksonville, New York, on August 31, 1854. He was educated in the public schools of Ithaca, and at the age of fifteen went to work in the office of Andrew D. Wright and Ezra Cornell (famous names, both of them) at Cornell University, at the stupendous honorarium of $50 per annum. He remained in this position for but a few months, but in the meantime he entered Cornell University where he stayed for one year, after which he entered the express business in Ithaca.

Then occurred the great event, the turning point in his career. He met W. O. Wyckoff, the "Grand Old Man" of the typewriter business, and at the age of twenty-three entered his employ, selling the old No. 1 Remington in the western part of the state of New York. The Remington had no claim to the title of "Old Reliable" then. It had neither age nor any alarming overplus of reliability. Few people had heard of the typewrter and nobody wanted it. The machine of those days, the old single case Model 1 Remington with the foot-treadle to shift the carriage, was a hard machine to make anybody want. There was no competition, naturally, but we all know there are harder things to buck than competition. But he did sell that old No. 1—sold many of them, and had to deliver them himself. It was up-hill work to convince the "Doubting Thomases," but he did it.

In 1879, Mr. Earle went to Philadelphia as manager of the Remington business in that city, then owned by the Fairbanks Scale Company. He remained for ten years, continuing as manager after the formation of the historic firm of Wyckoff, Seamans & Benedict in 1882. There he met the problems which always confront the pioneer. They looked as big as mountains, but the way in which he solved them led to his selection for another pioneer job, the biggest in the organization at that time.

In 1889 he was appointed general manager for Great Britain. Eleven years did Mr. Earle continue in this position, and for two years longer as director general for all of Europe. Those thirteen years covered a period of success in field work unsurpassed in the history of the writing machine industry. It was success wrung from a reluctant field, for if he found the majority of the New York Staters of the late 70's hard to convince on the typewriter question, he had an even more difficult task with the "John Bulls" of the early 90's. Your Briton is something of a conservative, to put it mildly—especially when he encounters an implement destined to work such a fundamental change in his habits as the typewriter.

J. WALTER EARLE.

Mr. Earle's other activites abroad earned him much prominence. In 1898 he was elected president of the American Society in London. Several years prior to this, in 1892, to interest the Egyptian Government in typewriters he had made up a Remington No. 2 inlaid with mother-of-pearl as a present for the Khedive of Egypt, then a young man of twenty-four. The Khedive was so delighted that he not only standardized on Remingtons, but also conferred on Mr. Earle the Order of the Mejidie.

This, in brief, describes Mr. Earle's career in London. He conquered Great Britain for the typewriter, and it has remained to this day what he made it—a strong Remington country.

His career since his return to the United States, in 1902, is well known to readers of Office Appliances. He came back as assistant to C. W. Seamans, and the year following became second vice-president of the Union Typewriter Company, now the Remington Typewriter Company. He was elected president in 1911.

Anniversaries are occasions for congratulations, and on this event, the passing of Mr. Earle's sixtieth milestone, we voice the sentiment of all readers of Office Appliances when we extend to him best wishes for his continued youthful progress through life and all the happiness and success to which his long and useful career entitles him.

REMINGTON TYPEWRITER FACTORY NEWS.

The Remington typewriter factory at Ilion, N. Y., has reopened with increased domestic orders.

It is the annual custom of the Remington Typewriter Company to close the factory for two weeks in August, for repairs, renovations and vacations. The closing this year, however, happened to come just at the time of the outbreak of the general Eupean war, and led many to believe that the war and not the annual August vacation was the cause of the closing.

The fact that the Remington factories reopened on August 24th effectually disposes of this idea. It is true, of course, that Remington shipments to Europe have been curtailed since the war broke out. On the other hand, the Remington domestic business has steadily increased during the present year over the same period of last year, and the most significant fact of all is that this increase has been maintained since the outbreak of the war. August Remington business in the United States has surpassed the returns for August, 1913.

It is expected at the Remington factory that the temporary loss in Europe will be made up by this steady increase in America and other countries not affected by the war, and the usual activity at the Remington works during the coming fall and winter is confidently looked for.

MR. HILLES RETURNS.

S. E. Hilles, president of the Sam'l C. Tatum Company of Cincinnati, Ohio, passed through Chicago on August 31 on his way home from an extended trip to the Orient. The trip was made for the benefit of his health, and his many friends throughout the United States will rejoice that he returns much improved and apparently fit for his labors. Mr. Hilles visited the Hawaiian Islands, the Philippines, Japan, China and some of the Pacific islands other than those mentioned, and he brought home with him a most interesting collection of photographs. These he will preserve as permament mementos of his trip. He went out to the Orient with his son and daughter-in-law, who are at present residing in that portion of the globe.

Mr. Hilles spent quite a little time in the Philippine Islands, visiting all the principal points of interest which his time permitted. His observations in Manila, Shanghai, Canton and the cities of Japan are interesting and instructive.

It is hoped that in the course of one or two months Mr. Hilles will contribute an article to Office Appliances embodying some of his impressions of this trip.

COMPTOGRAPH CO. TO RETIRE.

The editor of Office Appliances is in receipt of a letter from an official of the Comptograph Company of Chicago stating that that company is about to retire for the present from active business. The following statement of facts gives the reasons for this action:

1. A large part of the business of the Comptograph Company has been foreign. The present European war having ended this profitable business, it has been decided by the stockholders of this company that the Comptograph Company retire for the present from active business.

2. The Comptograph Company retires with no unmet obligations of any description, having paid one hundred cents on the dollar.

3. The present stock of Comptograph machines in the selling territories and also at the factory will be sold by Comptograph representatives at greatly reduced prices.

4. Arrangements have been completed for the maintenance of a repair service for an indefinite period.

A. N. Werner, well known to the ink trade, has become identified with the Thaddeus Davids Ink Co., and is traveling out of the Chicago office. He is now in the west, and reports that there has been a very nice demand in that section of the country.

A SALESMAN, NOW MANUFACTURER

Something about a Connecticut Man Who Succeeded in Two Great Commercial Fields.

FOR thirty years Luther Pilling, president of the General Eclipse Company of Danielson, Conn., sold goods in every corner of America before he began business on his own account in December, 1905. Mr. Pilling started this business with a backing of mature years and experience, opening at Danielson, Conn., a jobbing house in textile mill supplies and machinery. His understanding of the business was thorough and exact and his many years of training counted heavily in his favor. From the start the business prospered, and three years later he equipped a plant and began the manufacture of leather goods for mill consumption in connection with his regular trade. In May, 1912, less than six and one-half years after the original business was established, it became desirable to incorporate, and the General Supply Company was therefore formed as a close corporation, of which Mr. Pilling was principal stockholder.

Being alert to observe useful new devices, it is not to be wondered at that Mr. Pilling reached out into the field of general stationery and office equipment. It is said that the Yankee is the most enterprising man on the globe, and that his resources and ingenuity, coupled with his aggressiveness, enable him to carry forward to a successful conclusion many enterprises at the same time, where other men will hesitate and fail. This is introductory to the fact that some time in 1910 Mr. Pilling obtained control of the Eclipse Pneumatic Inkstand, then recently patented. He started to manufacture this device and to introduce it vigorously upon the market. Readers of Office Appliances are already familiar with the Eclipse line of pneumatic inkstands, which have been previously described with considerable minuteness in this magazine. Mr. Pilling's foresight was justified for business developed in this specialty beyond all expectations, and grew to such proportions that the manufacture of the Eclipse pneumatic inkstand became an industry in itself, distinct in its scope from the other prospering departments of the General Supply Company. So marked has been the growth of business in this inkstand that in June of the present year Mr. Pilling found it advisable to organize the General Eclipse Company, principally owned by him, and incorporated to manufacture and to market the Eclipse inkstand, ink and other office specialties generally, thus putting this branch of the business on a footing of its own and making possible a further enlargement and development. It is said that the sales of Eclipse inkstand and ink continue to increase rapidly in all parts of the United States.

Luther Pilling is a man of high principles, alert brain and of fine aggressive character. He is a splendid type of American business man. To such as he will be entrusted the task of opening up those new fields of industry which now lie invitingly open before us.

INTERNATIONAL SHORTHAND SPEED CONTEST.

At the International Shorthand Speed Contest, Atlantic City, N. J., August 26, 1914, under the auspices of the National Shorthand Reporters' Association, Mr. Nathan Behrin, an Isaac Pitman writer, won the Gold Medal—the highest award—in the 280-word per minute test, with 98.6 per cent of accuracy. In the three tests of 280, 220, and 200 words per minutes, Mr. Behrin's average percentage of accuracy was 98 per cent, a record that has never been equalled. None but Pitmanic shorthand writers qualified in the above tests. This record again establishes the unquestionable superiority of the Isaac Pitman Shorthand.

MITCHELL WITH JOHN UNDERWOOD & CO.

S. H. Mitchell is now Philadelphia manager for John Underwood & Co., manufacturers of the Underwood Standard Adding Machine. His office is at room 412 Commonwealth Trust Building. Mr. Mitchell has made a fine record in the adding machine field elsewhere and in his present position will undoubtedly be a strong factor in the development of the Underwood Adding Machine business.

Mr. and Mrs. Mitchell are the proud parents of a son, whose recent arrival made them very happy. They regard him as the most wonderful boy in the world.

USEFUL TIME RECORDING EQUIPMENT.

Sohm System are placing on the market a complete time stamp equipment comprised of a master clock, control board and electric time stamp. The stamp will be furnished with a die plate affording space for four lines of descriptive record matter. Sohm System state that this proposition introduces their stamp, at this time, to the user at a price below which a similar equipment can be purchased from any other manufacturer.

Those desiring further particulars should address Sohm System, 208 North Fifth avenue, Chicago, Illinois.

THE CHICAGO BUSINESS SHOW

Numerous and Well Arranged Exhibits Make Fine Exhibition.

THE Chicago Business Show and Efficiency Exposition began under the most favorable auspices, on Saturday, September 5, and at the time this account is written the progress of the exposition is in every way satisfactory. The attendance at the show during the opening days was not so large as during the middle and latter part of the week. Monday, being Labor Day, found many people out of town over Sunday and Monday. Many dealers, however, visited the show on Monday and exhibitors reported a number of sales and the presence of many prospects on the floor.

The exhibits were very tastefully arranged, and all of the available space was taken. There was a larger number of exhibitors at this show than probably at any previous show of the kind ever held at the Coliseum, and the exhibits were all of great interest. The uniform decorations added much to the beauty of the scene, while Hand and his band enlivened every moment of the afternoon and evening with excellent musical selections.

The Remington Typewriter Company occupied the entire north end of the building with an imposing exhibit of Remington products, including typewriters and adding typewriters for every conceivable purpose. The south end of the hall was occupied exclusively by the Underwood Typewriter Company, whose exhibit was of unusual interest. All the different Underwood typewriters were here shown, and the speed experts worked in relays giving demonstrations of their interesting work. The Underwood Progress exhibit was also shown, and attracted large numbers of interested spectators. This exhibit is an illusion by means of mirrors, showing in the first picture the old-style method of bookkeeping and correspondence, a bookkeeper in a long red coat writing laboriously with a quill pen in old-style ledgers. The next picture shows an operator writing on an old-style blind typewriter after the manner of typewriting about the year 1883. The difficulties of erasing and correcting manuscript is here vividly shown. This scene dissolves showing next the modern way—a speed operator using a modern Underwood typewriter and writing at a high rate of speed. The young ladies who took part in this last scene were taken from among the Underwood speed crew, including the Misses Friedman, Bloom and others. The last named scene gives place to an illuminated picture of the Underwood typewriter factory at Hartford, Conn., and the last scene of all is the Office Appliances one thousand dollar silver trophy, with an Underwood typewriter on one side and a bouquet of American Beauty roses on the other.

GENERAL VIEW OF COLISEUM LOOKING NORTH.

The Burroughs Adding Machine Company had a splendid exhibit of its machines at the left of the main entrance, while immediately at the right the Royal Typewriter Company presented a fine showing. A feature of this exhibit was a much-enlarged model of the framework of a Royal typewriter showing the key action of the machine. This sectional model was operated by a motor and was especially made at the factory for demonstration purposes. It was about the size of an ordinary roll-top desk and showed very distinctly the mechanical principles of the new Model 10 Royal machine.

The exhibits presented features of much interest. At the booth of the Barrett Adding Machine Company, W. C. Ellis, a blind operator, did some remarkable work on the Barrett adding machine. Mr. Ellis has been using the Barrett machine only a few months, but has so mastered the theory and practice of adding machine operation that his work is of great interest. The Thaddeus Davids Company, in addition to its well known lines, exhibited here for the first time Davids' Automatic Fountain Pen Filler, a non-refillable bottle having two tubes, one for air and one for ink. This is tipped up on the open end of the pen, and when the ink reaches the point where it meets the opening of the two tubes the air is automatically shut off and the flow of ink ceases. Thus the pen is never filled too full. Interesting exhibits of new devices included those of the Pence Mailing Machine Company, the American Printotype Company, Keeran & Co., and others.

It is felt by exhibitors and by the show management that this year's exhibition has reached the high water mark from point of interest and successful achievement.

The Typewriter Contests.

The typewriter contests were held on Saturday afternoon at five o'clock, attracting a great deal of attention and interest from those present at the Coliseum. The professional contest, one hour's writing

STENOTYPE CO.'S EXHIBIT CREATED GREAT INTEREST.

EXHIBIT OF GENERAL FIREPROOFING CO.

from printed copy, was won by Miss Rose L. Fritz, former International speed champion. Miss Fritz made the remarkable record of one hundred and twenty-five words net per minute, equaling the performance of Miss Margaret Owen, winner of the international championship at New York last year. The amateur contest, one-half hour's writing from printed copy, was won by Miss Bessie Friedman, who made a record of one hundred and twenty-four words per minute. The novice contest was won by George Hossfeld. The complete results of the contest, with the names and records of the different contestants are as follows:

OFFICIAL REPORT OF AMERICAN CHAMPIONSHIP TYPEWRITING CONTESTS. Coliseum. Chicago, Sept. 5, 1914.

Name.	Machine.	Gross.	Errors.	Penalty.	Net.	Net Per Min.
Professional.						
Rose L. Fritz	Underwood	7957	88	440	7517	125
Emil A. Trefzger	Underwood	7763	75	375	7388	123
J. L. Hoyt	Underwood	7557	53	265	7292	122
G. R. Trefzger	Underwood	7634	68	340	7264	121
T. J. Ehrich	Remington	7558	165	825	6733	112
Amateur.						
Bessie Friedman	Underwood	3870	29	145	3725	124
Wm. F. Oswald	Underwood	3855	39	195	3660	122
Rose Bloom	Underwood	3816	37	185	3631	121
Bessie Linsitz	Underwood	3710	23	115	3595	120
H. H. Smith	Remington	3737	72	360	3377	113
P. C. Woodson	Remington	3714	74	370	3344	111
Anna Gold	Remington	3560	93	465	3095	101
Novice.						
George Hossfeld	Underwood	1572	27	135	1437	96
Clarence Bills	Underwood	1333	6	30	1303	87
A. Steinberg	Remington	1548	58	290	1258	84
J. J. Campbell	Underwood	1329	15	75	1254	84
Diana Horwitz	Remington	1405	47	235	1170	78
Mabel Quick	Remington	1177	13	65	1112	74

SOME BUSINESS SHOW NOTES

"Show Shots," the publication of the Business Show Company, thus referred to the success which attended Executives' Day, Wednesday, Sept. 9:

"It was with some degree of trepidation that the management tried the experiment of devoting one day out of the seven at the Chicago Business Show, as a special day for executives. They were of the opinion that if the busy executive had his particular attention drawn to the Business Show and the opportunity afforded him of inspecting the many exhibits entirely at his leisure and at a time when he might be sure to be free of interruption and crowds, he would avail himself of the opportunity and visit the show. With that end in view, there were sent out several thousand letters, each signed by our president, enclosing an Executives' Day ticket made out in the name of the head of the concern, or the buyer. These individual names were kindly furnished us by exhibitors.

"The end has justified the means. On every hand we have received from exhibitors congratulations of the success of the experiment. Hundreds of executives have been in attendance today, up to this early writing, and the prospects received and the business already lined up are most gratifying. It has given a boom to the Show, which without a doubt, will continue with unabated fervor till Saturday night. Executives' Day has been a great success.

"Apart from the fact that it has brought to exhibitors just the class of men desired, the publicity has been of the sort to call the particular attention of each executive to the Business Show and its objects. His visit, even though it may not today be productive of business, will, in the near future, bear good fruit. He cannot fail

BURROUGHS CO. HAD BIG DISPLAY OF MACHINES.

ROYAL TYPEWRITERS INTERESTED CROWDS.

REMINGTON TYPEWRITER CO.'S DISPLAY OCCUPIED THE WHOLE NORTH SECTION.

to have been impressed with the appearance of the show, the high class of exhibitors and the magnitude and scope of the exhibits. His visit has been a lesson to him in becoming acquainted with methods and devices for effecting economies in the office and factory."

The article concluded with a partial list of firms whose executives attended the Show on Wednesday. This list contained 180 of the most prominent business houses in Chicago, and it was stated that several hundred more leading firms who sent executives could have been named.

Executives' Day was a great success, and exhibitors and visitors alike were enthusiastic. Only those holding special tickets for the day, and season tickets, were admitted.

* * *

The typewriting contests held on Saturday evening, Sept. 5, were productive of a few surprises. All of the leaders showed marked gains in speed. Miss Rose Fritz, former champion "came back," equaling the record of the present champion for one hour's writing from printed copy.

* * *

The decorations of the Coliseum were different this year than last. The ceiling was draped in softly tinted bunting, hence the steel girders were much less in evidence. The effect, especially at night, with the big arc lights turned on, was very pleasing and the scene as a whole was inspiring and brilliant.

"Hand and His Band" distinguished themselves. The music was well selected and delightful at all times. A couple of vocal soloists distinguished themselves by brilliant rendering of classical and popular selections.

* * *

This was the first time in business show history when the show opened on Saturday and closed on Saturday. There was a very fair attendance even on the opening day, although it preceded a Sunday and a holiday following, Monday being Labor Day. While many people went out of town to enjoy the pleasant weather, those who attended the show came because they had business there. Exhibitors pointed to many sales and prospective sales to justify keeping the show open on a holiday.

* * *

The Advertising Novelty Manufacturers' Association held their annual meeting in Chicago during the Business Show, and men wearing the badge of this association were numerous on the floor of the Coliseum. They formed an intelligent and useful addition to the great body of Business Show visitors, and took away many useful ideas for future use.

* * *

The show management has signed up a number of Chicago firms as exhibitors in the New York Business Show to be held next month at the Sixty-ninth Regiment Armory in New York City. Business shows are found to be good advertising media. They reach the people who really buy the goods, especially as tickets are given only by the management with this purpose in view.

* * *

Conducting a business show used to be a "hurrah, boys" affair, to be gone at for a couple of months before a show with great enthusiasm, followed by months of inattention. Now it is an all-the-year-round job. Lists are all carefully systematized, exhibitors are booked and the work is followed up as carefully and as systematically as any other business enterprise. Not only are exhibitors carefully solicited and followed up, but, more important still, the show conducts an advertising campaign that brings in visitors of the right sort. Comprehensive lists of business houses and individuals are kept, and every effort, direct and indirect, is made to get them to come to the show. This takes much time, labor and working capital, but it brings the returns to exhibitors and makes the shows successful.

* * *

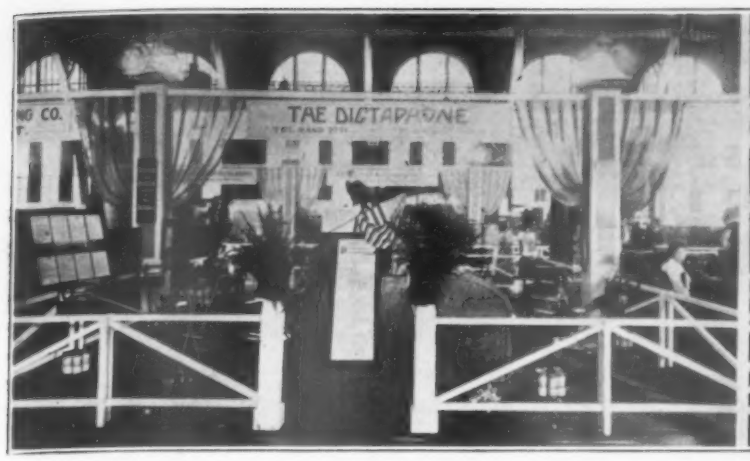
M. A. Vinson of the Cleveland Chapter of the American Institute of Banking was a visitor at the show on Wednesday. Mr. Vinson is managing a business show to be put on this fall in Cleveland under the auspices of the bankers, and was most interested in the way in which the big Chicago affair is conducted.

* * *

Monday, September 7, was Labor Day in Chicago and the result was that the printers did not work. For a time our good friend,

DALTON CO. HAD INTERESTING EXHIBIT.

ATTRACTIVE SHOWING OF AMERICAN MULTIGRAPH SALES CO.



DICTAPHONE EXHIBIT DREW HUNDREDS.

PROTECTOGRAPHS WERE DEMONSTRATED HERE.

Frank Rutherford, feared that "Show Shots" would have to suspend publication for one day, but the Chicago Herald, occupying Booth No. 1, had installed a linotype machine, whose operator came to the rescue and offered to set the type. The manager at a duplicating machine booth offered his machine, but at the crucial moment the motor failed to arrive, and the publication had to be held over until the following day.

* * *

The exhibit of the Burroughs Adding Machine Company was more than ever devoted to bank and statement work. Several Burroughs posting machines, with Wilson-Jones and other ledgers in the usual racks beside them were demonstrated throughout the show to interested business men.

* * *

Mr. and Mrs. Frederickson of Bloomington, Ill., represented the "Eversharp" pencil at the show. They had an interesting display and made many sales. A feature of this exhibit was an Eversharp pencil made of solid 14-karat gold, handsomely engraved. This pencil was sold but was kept on display by permission of the purchaser. It was valued at $50.

* * *

The pencil sharpener people were much in evidence at the show. Three of the leading companies, all competitors, were present, but there was no war. Nobody started anything except jokes, in which Loomis, Carpenter and others heartily participated. It is reported that all the pencil sharpener folks did good business.

* * *

Our good friend, O. H. Chamberlin, Jr., District Manager of the American Multigraph Sales Company, introduced with pride a new member of the Multigraph family—the Multigraph Junior. It is a moderate priced machine which has the Multigraph features and works either by the direct inking process or through a ribbon.

* * *

Mr. Coleman was constant in attendance at the American Printotype booth, where he had on display a machine never before shown to the public anywhere. This machine created much interest. It is described elsewhere.

* * *

Among the many out of town visitors who registered at Office Appliances' booth was Frank Morse of the Browne-Morse Company of Muskegon. His agents, Mead & Wheeler, did splendid work at the Show. The Browne-Morse-Mead & Wheeler exhibit of office furniture was a center of interest.

* * *

The Dictaphone booth, presided over by the Brothers Parsons, was as always a center of attraction. Crowds filled the booth at all times listening to the wonderful work of these remarkable dictating machines. Several new attachments were demonstrated.

* * *

It was with much pleasure that visitors to the business show viewed the exhibits of several of the leading typewriter companies. The Remington, the Royal, the Underwood and the Corona machines all had successful exhibits. The north and south ends of the Coliseum were occupied respectively by the Remington and the Underwood typewriter companies, whose exhibits were brilliantly conceived and of unusual interest. All the principal Underwood machines were demonstrated for different uses, various widths of carriages, etc. The show spot of the exhibit was the Progress booth, described elsewhere. The Remington company showed its different models, with and without adding attachment, for many different lines of business. One machine was equipped with an ingenius ribbon device whereby four original copies could be made without the use of carbons. The rest room was a novel feature of this display. It was provided with comfortable accommodations for all visitors at the booth.

WHERE BARRETT ADDING MACHINES WERE SHOWN.

HAMMOND TYPEWRITERS DEMONSTRATED HERE.

BROWNE-MORSE AND MEAD & WHEELER DISPLAYS.

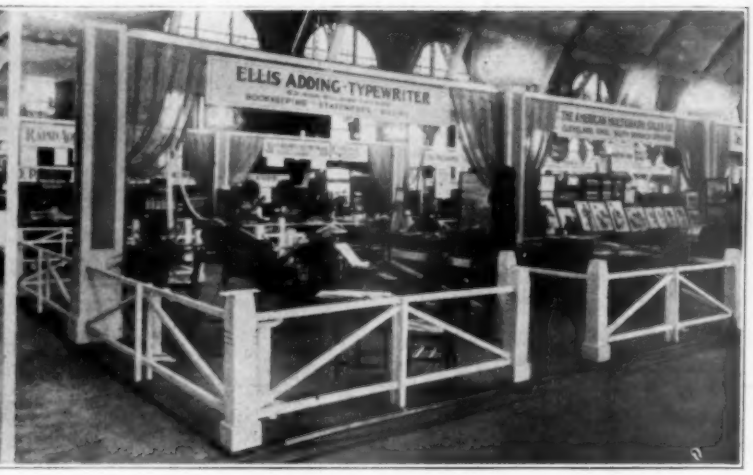


EXHIBIT OF ELLIS' ADDING TYPEWRITERS.

EXHIBITS AT THE BUSINESS SHOW

Addressograph Company, 901 W. Van Buren street, Chicago, Ill., exhibited all the different models of the Addressograph system, including the three models of the new hand Addressograph, the Automatic "Three" Addressograph, the Wrapper Addressograph, which is a new machine for the use of publishers, and the Automatic Selector Addressograph, another recent model. The company also showed its three models of the Graphotype, for making embossed address plates. These included the hand Graphotype, the Uplo Graphotype, which embosses upper and lower case type, and the motor driven Office Graphotype. Filing cabinets, drawers, indexing systems, etc., for filing address plates were also featured in this exhibit. These different models of the Addressograph machines are very remarkable and interesting in the number of things that they will do. They are automatic in their action and are so arranged that certain names may be automatically selected from a list and others omitted, all with the minimum of attention from the operator.

The exhibit was in charge of C. D. Worthington, sales manager of the Addressograph Company, assisted by W. K. Wike, F. H. Jordan, W. F. Strutz, T. L. Armstrong and J. L. Prugh.

AMBERG FILE & INDEX CO., 1400 Fulton street, Chicago, exhibited the Amberg line of filing cabinets in both wood and steel. These cabinets included many systems of filing devices made by this company and sold to consumers. The alphabetical indexing feature of the Amberg system aroused special interest.

The exhibit was in charge of Theodore J. Amberg, secretary of the company, assisted by J. B. Carroll, T. F. Birmingham, Geo. S. Eldred, J. B. Gallagher, W. P. Pinniger, E. H. Drew, Joseph Suess, M. C. Watters, H. H. Terwilliger, W. D. Patterson and H. Duerselen, members of their sales force.

AMERICAN MULTIGRAPH SALES CO., Cleveland, Ohio, and Lytton building, Chicago, exhibited different models of the Multigraph type duplicating machine, also a number of folding machines made by the American Multigraph Sales Company. The Compotype, or complete unit Multigraph, was among the features of the exhibit, also combinations of machines giving examples of a complete mailing system for producing letters, circulars and office printing of all kinds. The Multigraph Type Setter was also in evidence. The exhibit created much interest. The background of the booth was composed of pictures of the various different models of the Multigraph in practical use.

The exhibit was in charge of O. H. Chamberlain, Jr., district sales manager at Chicago, assisted by a large staff of salesmen.

AMERICAN PERFORATOR CO., 631 W. Jackson boulevard, Chicago, showed perforating machines for the protection of commercial paper, etc. Quite a variety of these machines was shown. The exhibit was neat and attractive, and attracted much interest. It was in charge of A. L. Day and Mr. Givens, the sales manager of the company.

AMERICAN PRINTOTYPE CO., 1219 First National Bank building, Chicago, showed here for the first time the Printotype, a machine which prints duplicate letters, circulars, etc., inserting name, address and salutation, and changing this with each letter. This is a new machine which has just been placed on the market, and will do a remarkable variety of work. This machine is fully described in the New Machines and Devises columns in this issue of Office Appliances.

The exhibit was in charge of Harry A. Beals, E. S. Hearn and D. R. Coleman.

AUTOMATIC PENCIL SHARPENER COMPANY, 30 E. Randolph street, Chicago, exhibited the different well known styles of the Automatic Pencil Sharpener Company's products, including the U. S. automatic pencil sharpener, the Junior, the Wizard, the Dexter, and the Climax No. 2.

R. M. Decker and R. E. Duplessis were in charge of the exhibit, assisted by Miss Nancy Johnson. President Loomis of the company was also in evidence during the show.

BARNES & BROS., EDWIN C., 229 South Wabash avenue, Chicago, showed the Edison dictating machine made by Thos. A. Edison, Inc., East Orange, N. J. One feature of this exhibit was the new Edison Transophone, whereby a transcribing operator seated at a machine can by touching a typewriter key return the transmitting needle several spaces so as to repeat a phrase which she may not have understood. The action of this new device is fully described in the New Machines and Devices department of this magazine. This exhibit was very interesting and attracted a great deal of attention.

The exhibit was in charge of Edwin C. Barnes and J. D. Pahlman, assisted by O. C. Dentzer, Karl H. Kammerer and A. F. Fulton. Nelson C. Durand, vice-president of the company, was present during the greater part of the show.

BARRETT ADDING MACHINE CO., Philadelphia, Pa., and Peoples Gas building, Chicago, exhibited the Barrett line of adding machines in all the latest models. The feature of this exhibit was a new Barrett listing and computing machine, for the first time exhibited in the Business Show.

Paul L. Barrett, manager of the Western sales department, assisted by Mr. Iszard and Glenn Barrett, was in charge of the exhibit.

BAIRD EQUIPMENT COMPANY, 3233 North Clark street, Chicago, showed a very complete and interesting line of timing systems, both hand wound and electric. Electric clock systems including master clocks, program ringers, wall clocks, time stamps, cost recorders, window clocks, etc., are shown. A feature of the exhibit was a self-winding electric clock operated directly off alternating and direct lighting and power current. Both handwound and electric time stamps, time and cost recorders, employe's in and out recorders, and many different cost record forms in use by leading factories were shown.

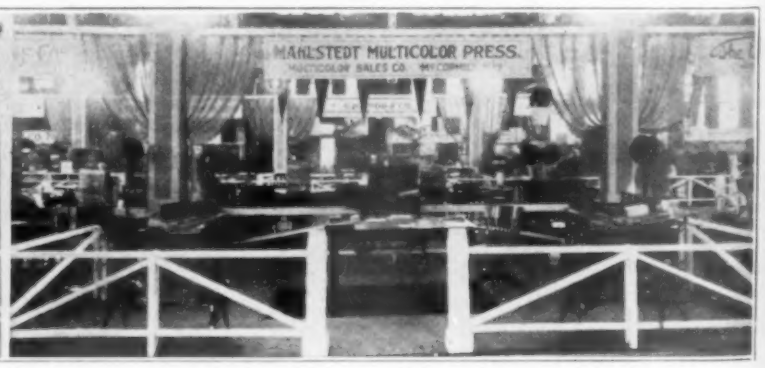
The exhibit was in charge of Edward P. Baird, general manager; Wm. H. Schaeffer, sales manager; Edward Born, general superintendent; E. L. Hight, director of the clock department; R. Este Vorauer, clock department; H. E. Fleming, and A. E. Luce of the sales department.

BOSTON SPECIALTY CORPORATION, 261 Broadway, New York, N. Y., displayed at their booth two models of the Boston pencil pointer, a pencil sharpener working on the milling cutter principle, with a removable transparent celluloid container to catch dust and shavings. This line of pencil sharpeners is well known to the trade and it attracted much interest at the Show.

Charles H. Carpenter had charge of the exhibit.

BROWNE-MORSE CO., THE, Muskegon, Mich., exhibited in connection with their agents the Mead & Wheeler Company of Chicago, a full line of filing devices, desks, etc.

INTERESTING KALAMAZOO LOOSE LEAF DISPLAY.



WHERE THE MULTICOLOR PRESS WAS SHOWN.

UNDERWOOD TYPEWRITER CO.'S EXHIBIT OCCUPIED ENTIRE SOUTH END OF THE HALL.

BURROUGHS ADDING MACHINE COMPANY, Detroit, Mich., and Majestic building, Chicago, showed a large number of Burroughs adding machines giving visitors a good idea of the company's eighty-six different models of adding, listing and computing machines. A feature of the exhibit was the demonstration of the Commercial Ledger Posting, which is a system for the use of banks and large commercial houses. It is made up of an adding machine and a loose leaf posting ledger, and on occasion with an addressing machine. This exhibit attracted much interest on the part of business men. In another part of this magazine a description of one of these systems is given. Among the machines shown were Bank Posting and Statement machines, Payroll machines, Non-Listing calculating machines, and many others.

The exhibit was in charge of J. F. Gillen, Chicago district manager, assisted by C. M. Barnes, C. E. Lightfoot, H. W. Spalding and others.

CHICAGO HERALD, THE, Chicago, Ill., occupying booth No. 1, installed a linotype machine and explained the features and plans of the publication, taking subscriptions, advertisements, etc. Copies of the Chicago Herald were to be had at this booth at all times during the show.

CORONA TYPEWRITER COMPANY, Groton, N. Y., and 12 South La Salle street, Chicago, showing the Corona folding typewriter and Corona collapsible metal stand, also the case in which this typewriter is carried conveniently. This is one of the lightest typewriters in the world, but it is a complete standard machine. Messrs. McCormick and Lytle, with assistants, were in charge of the exhibit.

DALTON ADDING MACHINE CO., East Norwood, Cincinnati, Ohio, and 701-3 Peoples Gas building, Chicago, exhibited several different models of the Dalton listing, adding and calculating machines. Some of these machines were hand driven and some were motor driven. The feature of the latter was the automatic cut-off motor, which shuts off ninety seconds after the last item is registered, even if the operator does not attend to shutting off the motor himself. Another feature of the exhibit was the new Compound Multiplication machine, a machine of remarkable capacity which attracted great interest among visitors at the show.

The booth was in charge of W. I. Currie, Chicago sales manager, assisted by P. N. Sea, L. E. Keller, G. A. Merritt, S. P. Child, E. L. McHale and Miss M. V. Davidson. J. L. Dalton, president of the company, was present part of the time.

DAVIDS CO., THADDEUS, New York and 18 W. Kinzie street, Chicago, exhibited among its lines some especially interesting specialties. The regular lines included the well known Davids inks, pastes and other adhesives. Among the specialties here shown was Davids Dozstick, a preparation for filling worm holes, crevices, etc., in wood. This comes in thirty-six colors and provides a perfect filler for the purposes intended. A feature of the exhibit was Davids Automatic Fountain Pen Filler, which is described in the introduction to this report.

The booth was in charge of Ted Bates, Chicago manager, and several assistants.

DICK COMPANY, A. B., 730-738 Jackson boulevard, Chicago, exhibited Mimeographs in all their latest models. These machines were both hand, foot and automatic, and were shown with and without motor equipment. The most complete of these produces over one hundred and fifty thousand copies a day. One feature of the exhibit was the Dermatype stencil, a waxless sheet which cannot be injured by handling and is not affected by excessive heat. This stencil is practically indestructible and will produce over one hundred thousand clean prints from one stencil. A new stencil cutting machine, the Formograph, was also shown for the first time. It reproduces a prodigious number of forms in connection with the Dermatype stencil. It is a very remarkable device which attracted profound interest.

DICTAPHONE, THE, 12 North Michigan avenue, Chicago, exhibited the well known model Type A 7 Dictaphone combination dictating and transcribing machine, Type B 7 transcribing Dictaphone and the regular Type S U shaving machine. The new attachment to the Dictaphone were also here explained, including back spacing device on Type A 7, also hand control, which is used instead of foot attachment in stopping and starting mandrel on Dictaphone.

E. A. Parsons and W. W. Parsons were in charge of the booth, assisted by A. E. Walker, T. A. Miller, E. F. Baumann, R. G. Winters, Frank Clarke, E. C. Allen and Mr. Tucker.

DUPLICATOR MANUFACTURING COMPANY, 740 Monon building, Chicago. Here was shown the Commercial Duplicator in Models 1, 2 and 4. This duplicator is designed to fill the gap between single carbon copies and multiple duplicating machines. The duplicating medium is a gelatine sheet or band which need not be cleaned, a highly absorbent backing taking up the ink and leaving the copying medium fresh for repeated use. About 100 copies can be made from one impression. The machine is especially adapted for the speedy and satisfactory reproduction of sales orders, house orders, accounting work, engineering specifications, sales letters, plans, etc.

The booth was in charge of G. H. Abbott and J. J. Flanigan, assisted by salesmen and demonstrators.

EDISON DICTATING MACHINE, East Orange, N. J., Chicago, Ill. This well known system of correspondence machines, "made by Edison, installed by Barnes" was here exhibited. The description of this booth and the names of the persons in charge are given under the title, Barnes & Bros., Edwin C.

ELLIOTT ADDRESSING MACHINE COMPANY, THE, Cambridge, Mass., and 1101 Monadnock building, Chicago. All the regular Elliott Addressing machines were here shown, from the hand addressers selling at $35, through the foot machines and regular office electrically driven machines, to and including the large publishers' wrapper addressing machines. The company also showed both its standard or Cut-out stencils and its Elliotype, or typewriter stencil, both of which are giving splendid results.

The exhibit was in charge of John Glover, manager of the Chicago office, assisted by three of his salesmen.

ELLIS ADDING TYPEWRITER CO., Newark, N. J., and Edison Bldg., Chicago, Ill. Two models of the straight Ellis adding machines were here shown. These included the visible Duplex 81-key adding machine, which is said to be the only machine of its kind in existence. This machine has a typewriter carriage. In addition to the straight adding machine, the complete line of Ellis adding typewriters was shown, with many new improvements, including the automatic dating and posting machine. This machine at the time either debit or credit is posted prints not only the debit or credit, but the date as well, automatically. A bill, statement and ledger sheet can all be handled by one operation. The company demonstrated a complete system, showing Ellis machines as used for billing and bookkeeping in large dry goods stores in Chicago.

The exhibit was in charge of Gilbert C. Lutz, Chicago sales manager, assisted by J. W. Lamphier and a staff of demonstrators.

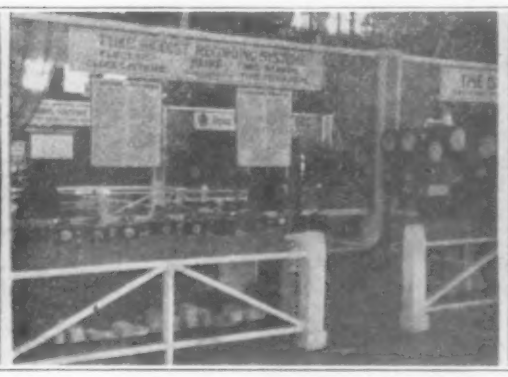
ENSIGN MANUFACTURING CO., Faneuil District, Boston, Mass., and Edison Bldg., Chicago, Ill. The Ensign Electric Calculating machine was exhibited and demonstrated at this booth. This machine is so designed that by the pressure of a button a constant multiplicand may be locked on the keyboard for as long a period as the operator wishes. The Ensign multiplies, divides, adds and subtracts with ease, harmonizing every individual working with it, leaving him fresh for new work. The Ensign will multiply one by one, or 999,999,999 by 9,999,999, or any combination of figures between these two amounts.

The exhibit was in charge of Z. W. Carter, manager of sales from the home office, and C. E. Spencer, local Chicago representative.

GEN'L FIREPROOFING CO., THE Youngstown, O., and 325 W. Madison street, Chicago, exhibited the following "Allsteel" products: 12 varieties of upright vertical files; 40 varieties of horizontal filing equipment; 30 varieties of half-sections or "U-Nettes"; 4 sizes of safes; transfer files, letter, cap and bill size; desks and tables; and filing supplies, including Simplified System and a general line of folders, guides, cards, etc.

The company showed here for the first time the new "Allsteel" transfer cases an innovation—different from other types of steel transfer files. The new "Home Safe," for homes and offices, was also here first shown.

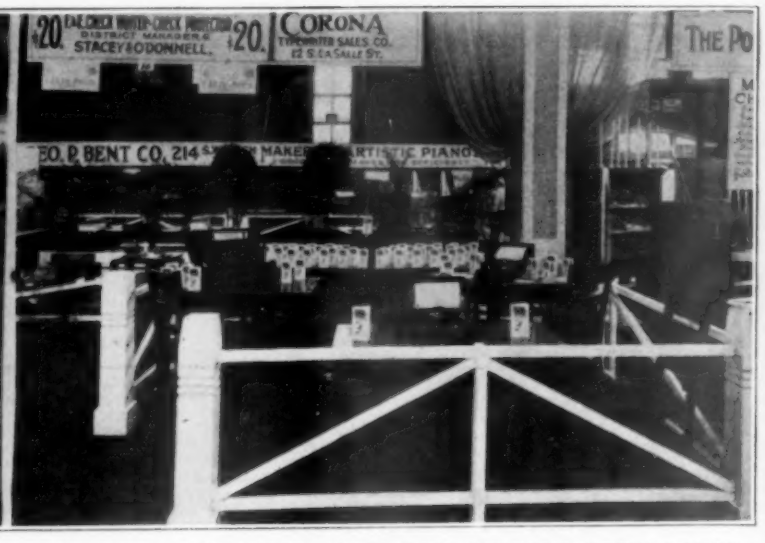
EXHIBIT OF DUPLICATOR MFG. CO.



BAIRD TIME RECORDERS.

LOTHROP & CO. SHOWED METAL FURNITURE.

STEVENS, MALONEY & CO. SHOWED WILSON-JONES LOOSE LEAF PRODUCTS HERE.



CORONA TYPEWRITER SALES CO.'S SHOWING DREW LARGE CROWDS.

Those present and in charge of the display were the following, all of the Chicago office of the General Fireproofing Company; A. C. Tobin, H. G. Johnson, J. R. Hodson, G. A. Gothberg, A. T. Crawmer, E. W. Dewey, A. A. Davis.

GLOBE REGISTER COMPANY, Cincinnati, Ohio, and United States Express building, Chicago, showed autographic registers of many different kinds and for about all the purposes for which these interesting devices may be employed.

The exhibit was in charge of Messrs. Sullivan and Kilgore.

GREGG SCHOOL, 6 North Michigan avenue, Chicago, Ill. At this exhibit information was given as to the advantages of the Gregg school for training students for stenographic services. Blackboard exhibitions in rapid writing of Gregg shorthand were given daily. Expert student operators gave demonstrations in typewriting.

H. J. Holm was in charge of the exhibit, assisted by a competent staff of demonstrators and students.

HAMMOND TYPEWRITER COMPANY, New York, N. Y., and 189 West Madison street, Chicago. This exhibit consisted of the regular Multiplex, the Reversible Mathematical Multiplex, which combines the principles of the regular Multiplex, Reversible and Mathematical machines; and the Hammond Mathematical typewriter, as well as those of the regular machines. The Reversible Multiplex Hammond is adapted to all the uses of a commercial machine with the addition of a reversible carriage, so that not only all language writing from left to right can be written on the machine, but other languages, such as Hebrew, Persian and Arabic, which are written from right to left. The regular Multiplex model was on exhibition, having the interchangeable type feature which allows of writing in thirty-five languages and in two hundred and fifty styles of type. There was also exhibited the new Hammond card writing machine.

The exhibit was in charge of John A. Guest, Chicago manager, assisted by E. F. Ruenzel, L. S. Tone, K. A. Schlademan, W. A. Rotter, L. M. Hofmann, E. B. Cutten and M. E. Bukoutz, members of the city sales force.

HEKTOGRAPH MFG. & DUPLICATING CO., THE, New York City and 431 S. Dearborn street, Chicago, Ill., showed the Hektograph Duplicating Machine and various auxiliary specialties manufactured by the Hektograph Manufacturing & Duplicating Company.

The exhibit was in charge of W. H. Kurth, manager of the Chicago office, assisted by H. C. Kurth and M. Milliken.

INLAND STATIONER AND BUSINESS EQUIPMENT JOURNAL, 632 Sherman street, Chicago, Ill., exhibited the Inland Stationer and Business Equipment Journal, a magazine for the office equipment trade, published by the Inland Trade Press Company. The objects and purposes of this journal were explained and subscriptions taken.

The booth was in charge of M. O. Blackmore, advertising manager, and M. Katz.

JOSLIN MFG. CO., A. D., 223-225 W. Erie street, Chicago, Ill., showed the well known lines of Cosmo Time Stamps, Cosmo Dating Stamps and metal specialties, also the Ideal Stencil Machine and the Garvey Fountain Brush, for which the A. D. Joslin Manufacturing Company are division sales agents. The Garvey Waterproofing Indelible Stencil Ink was also shown. The feature of the exhibit was the new Garvey Fountain Marking Brush.

The exhibit was in charge of E. C. Buehrer, J. W. Marsh and C. A. Garvey, assisted by Gustav Zeh, M. Sheras and Ed Garvey.

KALAMAZOO LOOSE LEAF BINDER COMPANY, Kalamazoo, Mich., exhibited the well known line of Kalamazoo loose leaf specialties. These goods are characterized by the use of the thong principle of construction as distinguished from the post, or prong system. The Kalamazoo line is very complete and offers a large variety of practical and attractive loose leaf devices. An automatically operated pair of hands showed the simplicity and ease of operation of the Kalamazoo construction.

The booth was in charge of Oscar Allyn, sales manager of the company, assisted by H. E. North, Chicago sales agent, J. M. Hayes and C. E. Ahrens. Geo. P. Wigginton, general manager of the company, was present part of the time.

KEERAN & CO., Bloomington, Ill., and 1230 Association building, Chicago, exhibited the "Eversharp" pencil—a continuous lead in a handsome metal holder. This is made in several different attractive styles. This pencil is fully described in the New Machines and Devices columns in this issue of Office Appliances.

D. O. Fredrickson and others demonstrated this device.

LOTHROP & CO., THOMAS M., 20 N. Market street, Chicago, Ill., showed a varied line of stock and special equipment for offices and factories. They specialize in special designs and finishes. This firm also showed a blue-print giving complete floor plan for an all steel white enamel kitchen equipment. Samples of the natural wood effects on metal attracted attention.

Thomas M. Lathrop was in charge, assisted by several salesmen.

MEAD & WHEELER COMPANY, 82-84 E. Randolph street, Chicago, Ill., exhibited an extensive line of Browne-Morse office furniture, including the "Desk with Brains," upright and horizontal filing cabinets for all purposes, special card systems and special filing system classifications.

The exhibit was in charge of G. R. Wright of the Browne-Morse Company and I. R. Johnson, D. G. Wheeler, E. A. Mead and Miss A. R. Jones, all of the Mead & Wheeler Company.

METAL SPECIALTIES MANUFACTURING COMPANY, Inc., 736-738 West Monroe street, Chicago. This company exhibited the Anchor Sealing Machine, a device for holding and wetting gummed tape. This machine is manufactured in Chicago. It is used in all lines of business for sealing packages.

POSTAMPER MACHINES CREATED INTEREST.

A. B. DICK CO. SHOWED REMARKABLE PRODUCTS.

EXHIBIT OF MULTIPOST MAILING MACHINES.

THE NEW DUPLICATOR "PRINTOTYPE" SHOWN HERE.

The booth was in charge of John Berg, treasurer of the company, L. W. Golder, secretary, and William O. Berg, city salesman.

MEILICKE CALCULATOR CO., Peoples Gas building, Chicago, Ill. The principal feature of this exhibit was the Shippers' Tariff Calculator and Shippers' Index. Machines and indexes of this kind were extensively shown at this booth. The exhibit included Melicke Calculators and Guides. This combination is a highly specialized outfit designed to give information with the maximum economy of time, thought and money. By the simple pulling down of a card one secures the proper routing, the express rate for shipments over one hundred pounds, the express scale and the parcel post zone. The turn of a wheel gives express charge and parcel post charge in comparative position. The regular line of Meilicke Calculators, Meilicke Wage Calculators, etc., was shown. Another feature of the exhibit is the Meilicke Index, adapted to loose leaf card ledgers. For hinging the cards used in connection with the Meilicke systems, Mr. Meilicke designed and built a special machine which hinges 8,000 cards an hour.

The booth was in charge of C. A. Meilicke, assisted by J. S. Brown, C. W. Brand, E. E. Jones, L. N. LaCroix, J. W. Johnson and J. E. Keith.

MODERN METHODS MAGAZINE, Detroit, Mich. At the Modern Methods booth there was a complete line of books touching on bookkeeping and other lines of office work. The Modern Methods magazine contains a number of timely articles on the export trade. The purposes and object of the magazine were described by John Ferguson and assistants.

MOON-HOPKINS BILLING MACHINE COMPANY, St. Louis, Mo., and 29 S. La Salle street, Chicago, Ill. Different Moon-Hopkins machines were exhibited at this booth, including Bank Bookkeeping machines, Bank Transit machines, regular billing machines, Post Office Special machines, etc. These machines perform almost incredible feats in commercial mathematics and the Moon-Hopkins booth was always a center of interest.

This exhibit was in charge of H. L. Lanphear, manager; F. M. Houshalter, assistant manager; L. M. Boynton, and Leslie Harvey, manager, St. Louis office, and the Misses Harriet Miller, Willeva Dempsey and Leila Collier.

MORSE ADDING MACHINE CO., THE, 428-430 N. Oakley boulevard, Chicago, Ill. demonstrated the Morse "Pre-Vis" adding, listing and calculating machine. This is a very small machine, but one of practical merit, having nine numeral keys and a spacer. It weighs twelve and one-half pounds. The Morse adding machine is claimed to be the first listing adding machine to sell at the price of a typewriter, $100.

In charge of the booth were Charles R. Morse, the inventor of the Morse adding machine, and A. W. Thomas, secretary and treasurer of the company.

MULTICOLOR SALES COMPANY, 1339 McCormick Bldg., Chicago, Ill., showed the Multicolor Press and accessories. The Multicolor Press is a motor-driven flat bed office printing machine which reproduces circulars, letters, letterheads and all manner of office printing rapidly and with precision. By means of a rubber platen all "make-ready" is done away with. Machine prints letterhead by direct inking process, body of letter shifting ribbon, and signature by direct inking all at one time in three different colors if desired. Typewriter type, monotype, linotype, halftones and zinc etchings may be printed from with first class results.

Booth was in charge of E. G. Ryan and J. W. Harris.

THE MULTIPOST COMPANY of Rochester, N. Y., showed a complete line of Multipost products, including stamp affixing machine, stamp affixer and accountant, hand operated sealing machine, made entirely of metal, automatic feed motor driven sealing machine, combined sealing and stamping machine motor driven, automatic feed. This was the first time that this entire line has been displayed.

The Model X Multipost is identically the same as their regular product, except that the Model X has no checking features on it, i. e., it is made of the same material, same workmanship and design, but is simply a stamp affixer having an ordinary lock on it, and no means for locking down the plunger. It is impossible to remove a stamp from it without operating the machine. In other words, they cannot be pulled out in continuous strips, no matter what position the mechanism may be in.

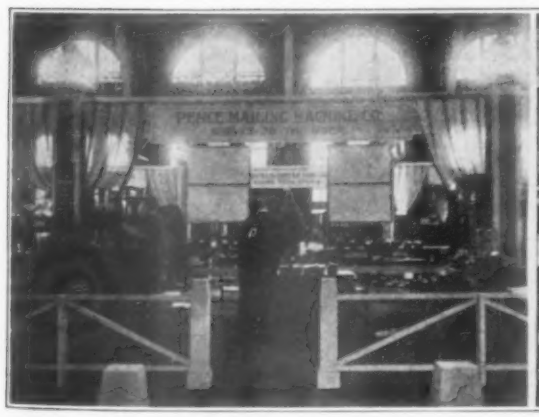
The Model T stamp affixer and accountant is the machine which has been so successfully marketed all over the world, nearly 20,000 of them now being in use.

This machine is free from wicks, felts or pads, it is impossible to remove stamps from it without counting them, it can be placed in any position without injuring the machine or stamps in any way, or without spilling the water.

The Model O sealing machine, made by this company, has been designed after a careful study of sealing machines, and the designer has succeeded in combining good features, which have been found in many previous machines. There is no felt, pad or wick used in this machine, all the parts being metal and all parts which come in contact with water being of proper material to prevent rust and deterioration.

It will handle any size of mail up to and including that requiring four cents first class postage. It is so designed that the first two rollers, through which the envelope passes after it is moistened on the metal disc, are simply carrying rollers, the machine having been designed to have considerable length, for the purpose of carrying the envelope some distance, thus giving the moisture a chance to penetrate the mucilage on the envelope and assuring it being well sealed after it passes through the sealing rollers.

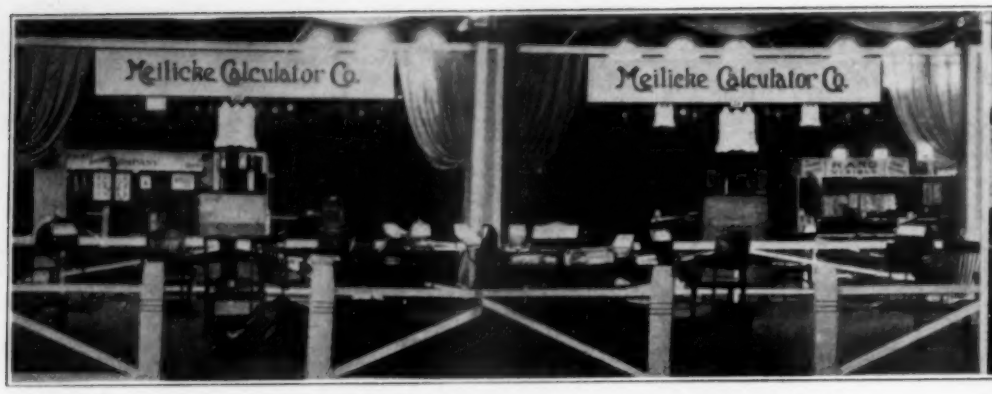
The automatic Multipost sealing machine, known as Model V, is another new product, although several hundred have been made and sold in order to prove its efficiency. It is very simple in its construction, and one strong feature is that it is automatic feed, it being only necessary to pile the envelopes in the hopper and turn on the motor, with the result that it



PENCE MAILING MACHINE DISPLAY.

AUTOMATIC PENCIL SHARPENER CO.

EXHIBIT OF MOON-HOPKINS MACHINES.



MEILICKE CALCULATOR HERE SHOWN IN SEVERAL MODELS.

EXHIBIT OF BOSTON PENCIL POINTERS.

will automatically feed the envelopes at the rate of 6,000 to 7,000 per hour.

The Multipost combined sealing and stamping machine is known as Model T-V, because it is made up of the two machines, Model T the regular Multipost stamp affixer and account, and Model V the automatic sealing machine.

This machine will seal and stamp in combined operation from 6,000 to 7,000 per hour, no time being lost owing to the difference in the size of the envelopes or the operator's handling of the mail.

It will handle various thicknesses of mail up to and including anything in first class mail requiring 4c postage.

An unique feature on this machine is the fact that the stamp affixing mechanism is furnished in duplicate, i. e., it is the Multipost automatic sealing machine, with the Multipost stamp affixers attached, thus the purchaser receives two stamp affixing mechanisms, one of which can be used for one denomination of stamps, and the other for another denomination, thus when different mails are put through, requiring different amounts of postage, the stamp affixing mechanism can be instantly changed, and as each stamp affixing mechanism has on it an independent counter, a separate record is kept of each denomination of stamps, it takes but an instant to change from one to the other. Extra stamp affixing mechanisms can be purchased for a slight additional cost, but two are furnished with the machine.

The machine is driven by a motor and is mounted on a very handsome tabular stand. It is designed throughout without wicks, felts, or pads, being all metal, those parts which come in contact with mucilage being self cleaning and those which come in contact with water being non-corroding, and non-rusting metals.

The exhibit was in charge of J. S. Bates, secretary of the Multipost Company, assisted by W. L. McKay, Chicago agent for the company, Arthur Georgeson and Miss Edith Swanson.

OFFICE APPLIANCE CO., The 417 S. Dearborn street, Chicago, Ill., showed Office Appliances, the magazine of office equipment. The service of this magazine was fully described by those at the booth.

The booth was in charge of Nathan W. Tupper, secretary of the company, assisted by John A. Gilbert, H. W. Martin, Benjamin Walsten, Herman A. Dick and others.

OVERLAND MOTOR COMPANY, Chicago, Ill. Commercial motors of various kinds were shown, including the Garford, Willys-Utility, and Overland delivery trucks.

The exhibit was in charge of George A. Crane, manager of the commercial car department.

PENCE MAILING MACHINE CO., Minneapolis, Minn., exhibited the Pence Mailing Machine, a new device for sealing letters and affixing stamps to correspondence. The machine will also affix stickers on the backs of envelopes. The machine is characterized by ease and precision of working. It has an automatic feed so that only one operator is necessary. The stamp affixing device has a positive feed, will not become clogged and never fails to stick. A speed of six thousand letters per hour is claimed. This machine is fully described in the New Machines and Devices department in this issue of Office Appliances.

The exhibit was in charge of S. D. Briggs, general manager of the company, with a competent staff of assistants.

POSTAMPER COMPANY, The, New York Life building, Chicago, Ill., showed the Postamper Stamp Affixer, a machine which feeds stamps from stamp roll, moistening and affixing them and at the same time registering the number of stamps affixed. This operation takes less than a second of time. No stamps are mutilated. The machine is light, easily operated and guaranteed for one year.

Those in charge of the exhibit were M. E. Parenteau, the sales manager, and E. S. Batterson, secretary of the company.

PROUDFIT LOOSE LEAF COMPANY, Grand Rapids, Mich., and Chicago, Ill. Here is exhibited a full line of Proudfit loose leaf devices. Especial emphasis is placed upon the loose leaf spring back blank book and the loose leaf price book, catalogues and binders for special purposes. Much attention was attracted by the new printers' insurance protective inventory system for keeping perpetual inventory. Other lines will soon be supplied with adaptations of this system which is copyrighted.

The booth was in charge of S. L. Proudfit, W. H. Edwards, J. M. Proudfit and L. P. Flynn.

PROUDFIT LOOSE LEAF CO., The, Grand Rapids, Mich., and Chicago, Ill., exhibited a full line of Proudfit loose leaf devices. Especial emphasis was placed upon the loose leaf spring back blank book and the loose leaf price book, catalogues and binders for special purposes.

The booth was in charge of Sheldon L. Proudfit and Louis T. Flynn.

RAND COMPANY, The, North Tonawanda, N. Y., showed the Rand visible card index and other indexing specialties manufactured by this well known company. The Rand system is claimed to combine all of the essential requirements of an index, expanding office procedure and promoting efficiency. Its chief characteristic is that all of the items in the index are at all times exposed to view, and reference therefore is instantaneous.

The booth was in charge of W. C. Hamilton, Chicago manager, with a competent staff of demonstrators.

RAPID ADDRESSING MACH. CO., 610 Federal street, Chicago, Ill. This company exhibited the new model of the Belknap addressing machine. The No. 4 hand power machine selling at $57.50, was most prominently pushed at the show. This machine is intended for addressing small mailing lists. The company also exhibited the No. 3 power machine which sells for $150. This machine is capable of receiving all the various attachments for duplicating and triplicating, statement work, publishers' mailing strips, ledger work, time records, etc., and it is claimed will meet any of the requirements which are demanded of an addressing machine. The No. 1 machine, intended for large publishers and mail order houses, was also exhibited.

The booth was in charge of Constant M. Elkin, assisted by T. H. Harrison, W. J. Hollinger, salesmen, and B. H. Daniels and John Hall, mechanicians.

REMINGTON TYPEWRITER CO., 327 Broadway, N. Y., Consumers Bldg., Chicago. The most prominent feature of this exhibit was the collection of railroad machines, telling strikingly the story of specialization in recent Remington typewriter development. Two of these machines have made possible the writing of 4-copy freight bills at one writing without the use of carbon paper. Adding and subtracting Remingtons were shown, one of which, an F carriage Monarch, is equipped with no less than thirty totalizers. One of the special machines used by New York, Pittsburgh and other cities for writing tax bills was exhibited, the bills being inserted from the front of the cylinder instead of behind it, copies of fifty bills being registered on a single loose leaf sheet carbon copy. The exhibit across the entire north end of the hall presented forcefully the idea of a machine for every purpose. Here were check writing machines, condensed charging, textile billing, way-billing, daily entry billing, statement writing machines, and the Remington, Jr., and regular correspondence machines.

This exhibit was installed by the Remington Window and Exposition Advertising Department and was in charge of A. T. Rose of the Remington home office staff.

STENCIL MACHINES AND FOUNTAIN BRUSHES SHOWN HERE.

RAND VISIBLE INDEX DISPLAY.

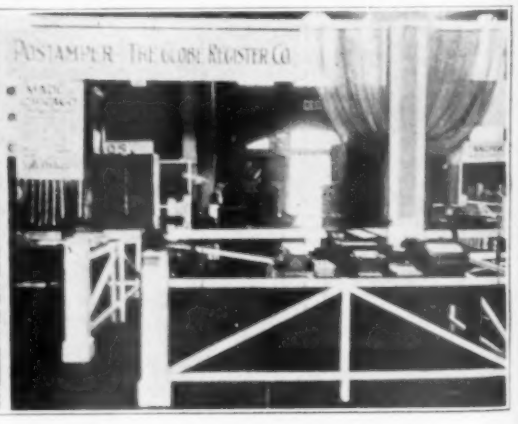
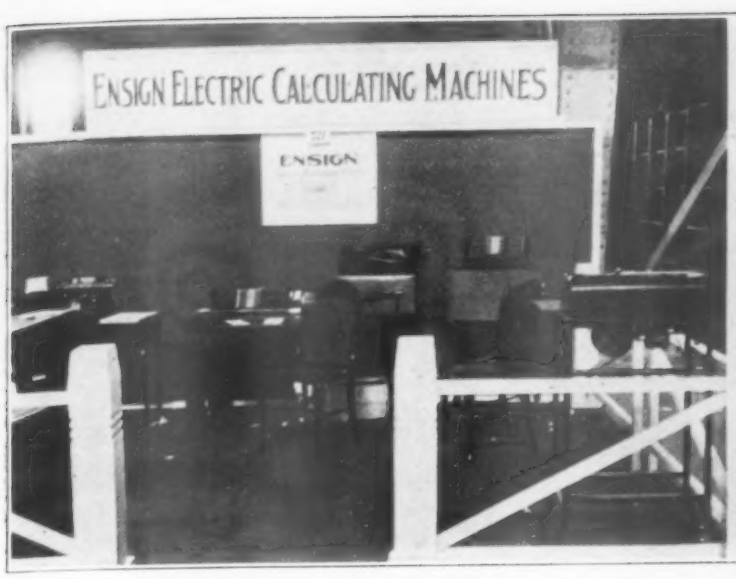
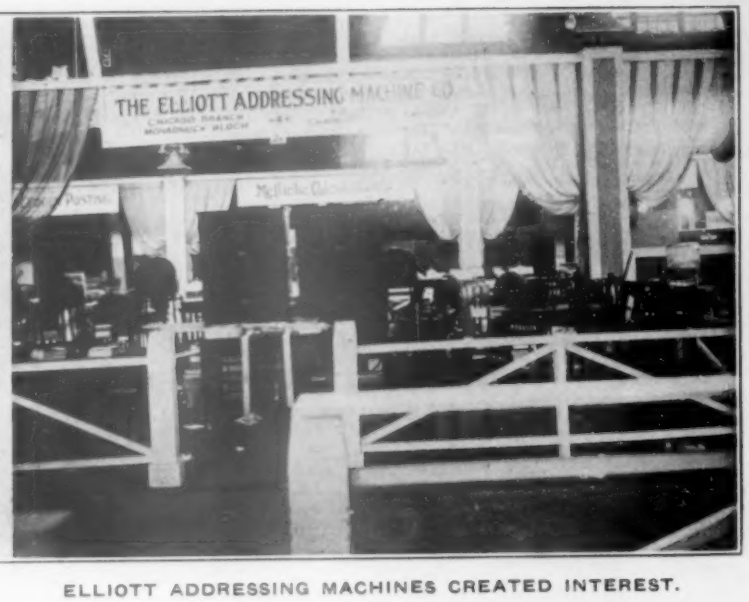


EXHIBIT OF GLOBE REGISTERS.



INTERESTING SHOWING OF ENSIGN MACHINES.



ELLIOTT ADDRESSING MACHINES CREATED INTEREST.

ROYAL TYPEWRITER CO., INC., 364 Broadway, New York, and 58 E. Monroe street, Chicago. At this exhibit, immediately in front of the main entrance, the various Royal models were shown, the entire product of the factory, the new fourteen and eighteen inch carriage model of the new No. 10 Royal machine, being also here exhibited. One of the features of this exhibit was a large mechanically operated key lever mechanism of the Royal. This is described in the introduction to this report.

Wesley A. Stanger, manager of the Chicago branch office, was in charge, assisted by the following salesmen: John L. Roberts, H. S. Bertenes, W. S. Orvis, E. J. Goldblatt, A. L. Morf, R. W. Durling, H. C. Hogeline, W. C. Howard, W. H. Howard, H. S. Ralph, W. C. Dengler, H. S. Smith and F. L. Horton.

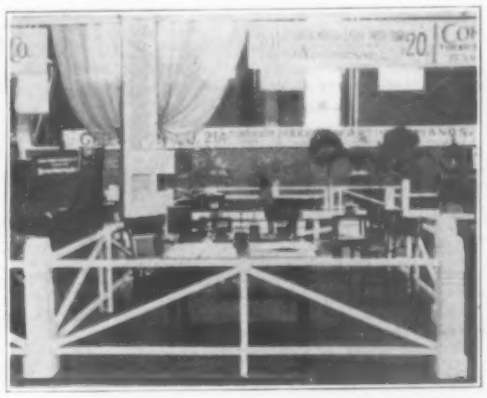
Speed demonstration was another feature of this exhibit.

SCHAPIROGRAPH CO., The, New York City, N. Y., and 518 Dickey building, Chicago, showed the Schapirograph duplicator—a device for the duplication of letters, circulars, maps, etc. Demonstrations showed its accuracy and economy.

The exhibit was in charge of competent demonstrators.

SHAW COMPANY, A. W., three top floors Kesner building, Chicago, Ill. The actual methods of the men who make the most money in business pursuits were shown. Here was shown what is said to be the greatest collection of business ideas ever placed at the convenience of progressive business men—one collection alone, the "Library of Business Practice," costing over $500,000 to gather. Free books dealing with How to Manage a Business—How to Sell Goods—How to Get

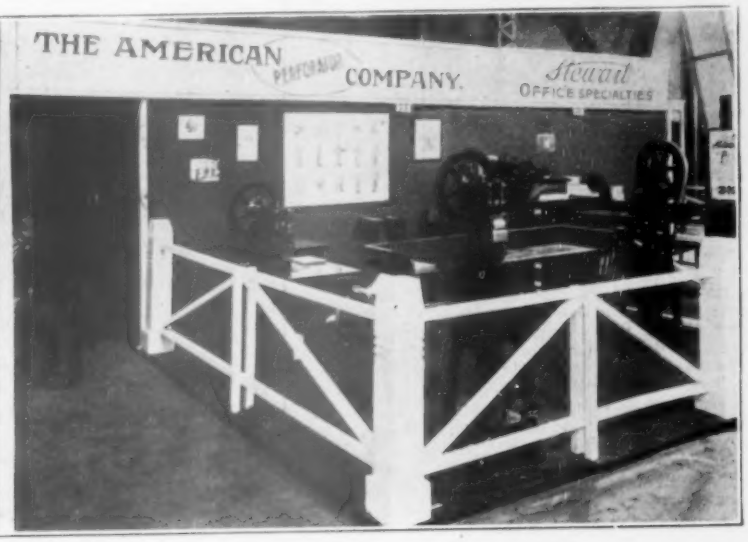
FINE SHOWING OF STEWART PENCIL SHARPENERS.



STACY & O'DONNELL SHOWED HEDMAN CO.'S CHECK PROTECTORS.

SCHAPIROGRAPH DUPLICATORS SHOWN HERE.

FINE DISPLAY OF ANCHOR TAPE SEALERS.



AMERICAN PERFORATOR CO.'S EXHIBIT.

Money by Mail—How to Buy at Rock Bottom—How to Collect Money—How to Stop Cost Leaks—How to Train and Handle Men—How to Get and Hold a Position—How to Advertise a Business—How to Devise Office Methods—were distributed by the salesmen. Also information on America's Export Trade Opportunities.

Hugh G. Corbett and E. F. Carroll explained the value of System, The Magazine of Business, Factory, The Magazine of Management and a variety of business books, including the new Automatic Letter Writer and Business Correspondence Library.

EDWIN C. BARNES & BROS. SHOWED EDISON DICTATING MACHINES.

STENOTYPE COMPANY, The, Indianapolis, Ind., and 1126 Consumers building, Chicago, Ill., exhibited the Stenotype, said to be the fastest writing machine in the world. The machine is similar in construction to a typewriter but is smaller, lighter, and noiseless. It does not displace but is a companion to the typewriter. The Stenotype writes—prints a word at a stroke in plain English type. Instead of striking only one key one may strike three, six, twelve, or any number of keys at the same time, thus forming words. Stenotypists are capable of developing extraordinary speed without sacrificing legibility or accuracy. The mechanically printed notes are easily legible no matter at what rate of speed they are written.

EXHIBIT OF EVERSHARP PENCILS.

Clem Boling, eighteen year old Stenotypist who won the 220 word test, establishing a new world's record at the recent Shorthand Championship Contest at Atlantic City, created considerable interest by his work. Berry Horne, another youngster holding a speed certificate in the same contest on the 175 and 200 word test was also present. Allan Sweeney, sixteen years old, holder of a speed certificate on the 150 word test, did some excellent work.

The exhibit was in charge of K. S. Moorer, district manager of the Chicago territory, assisted by Messrs. Odell, Ernst, Carroll and Wolff, as well as by various representatives of business schools in Chicago which teach Stenotypy.

STEVENS, MALONEY & CO., 21 S. La Salle street, Chicago, Ill. This company exhibited a complete line of modern accounting systems; the Wilson De Luxe and the Jones Improved lines of loose leaf binders, manufactured by The Wilson-Jones Loose Leaf Co., including their new postless Current Binder, devised especially for use in connection with the new Adding Machine Posting Ledger; the Rockwell Daily Reminders and desk calendars; the Rush-E-Rasers; Swan fountain pens and Clutch pencils; and steel safety deposit boxes, designed for use in private vaults of offices, hotels, clubs, bathing resorts, etc., for the convenience of employes officers and guests. The main feature of this exhibit was the operation of a special treating machine with which this company demonstrated the manufacture of the Eureka Perfect Opening Ledger Leaf. The machine was in operation at all hours.

At this exhibit also was shown the Rush-E-Raser window display device. This has been shown in a number of stationery stores throughout the country, and has attracted much attention wherever shown. It was described in last month's number of Office Appliances.

W. R. Conner was in charge, assisted by E. E. Douglas, William Hill and Edward Dick.

STEWART MFG. CO., THE J. K., Wells street bridge, Chicago, Ill. The well known Stewart pencil sharpeners were here demonstrated, also an ingenius, useful and interesting rotary parcel post computer.

The exhibit was in charge of competent people from among the company's selling corps.

TODD & CO., G. W., Rochester, N. Y., and Continental Commercial Bank building, Chicago, Ill. The Protectograph Check Protecting machine in various models was the principal feature of this exhibit. This machine has been on the market fifteen years, and is used to imprint a limiting line across the face of negotiable paper to prevent its alteration. The device carries forty lines of type of denominations suitable to the size of the checks and other instruments ordinarily used by the purchaser. At this exhibit was also shown the Protectograph Check Writer, which writes the exact amount of any check or negotiable instrument from one cent to any number of million dollars. These denominations are written on the line formerly occupied by the hand-writing in the body of the check. The type of this machine shred and tear the fiber of the paper, forcing an indelible ink through these fibers. The Beebe Check Protector was another feature of this exhibit.

This exhibit was in charge of L. W. Cuyler, Chicago manager of G. W. Todd & Co., assisted by salesmen and others.

UNDERWOOD TYPEWRITER CO., New York City and Powers' Bldg, Chicago, Ill. Underwood correspondence machines, billing machines, adding machines, check writers, etc., were shown in this booth, also the Underwood Automatic typewriter and the Underwood Duplicating machines and their accessories. This exhibit was very complete and one of the most interesting on the floor. The exhibit "Progress" described fully in the introduction to this report, attracted crowds continually.

THE HEKTOGRAPH DUPLICATORS.

The display was in charge of General Sales Manager J. E. Neahr, assisted by Chicago Manager McClellan and others.

WESTERN EFFICIENCY SOCIETY AND 100% MAGAZINE, Edison Bldg., 72 W. Adams street, Chicago. This booth was the headquarters of efficiency men and executives interested in the latest methods of increasing business efficiency. Editorial and advertising results obtained by original methods in 100% Magazine were on file.

PROGRESS EXHIBIT, UNDERWOOD TYPEWRITER CO.

Booth was in charge of Harold P. Gould, editor-in-chief, and G. N. Briggs, managing editor of 100%, and George C. Dent, secretary of the Western Efficiency Society.

THADDEUS DAVIDS' PRODUCTS SHOWN IN PROFUSION.

SHAW-WALKER SALES CONVENTION.

What proved to be the most enthusiastic sales convention ever held by the Shaw-Walker Company came to a close August 8th at the factory at Muskegon, Mich., after two sessions of valuable instruction and entertaining events, each being attended by sales people from given sections of the country.

The new Shaw-Walker line of steel files came in for a generous share of attention, and was the feature of the convention. The "Expandex," the new automatic expanding index, and the "Indexers' Desk" were subjects of interesting discussion, while the remainder of the program was largely taken up with live talks on selling and construction. Discussions were led by those of the organization of best authority on each subject.

Dealers in attendance went away with a renewed supply of sales "pep" and a good word to say for Shaw-Walker hospitality. Muskegon is in the heart of the Michigan summer resort region and every facility was taken advantage of. Automobile and yatching trips, bathing, golf, tennis and trap shooting were supplemented by numerous social events.

Real power has fullness and variety. It is not narrow like lightning, but broad like light. The man who truly and worthily excels in any one line of endeavor, might also under a change of circumstances, have excelled in some other line. Power is a thing of solidity and wholeness.—Hitchcock.

RECENT IMPROVEMENTS IN WEIS HORIZONTAL LINE SECTIONS.

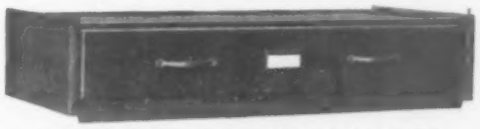
To further increase the field of usefulness of Horizontal and Display Sections, the Weis Manufacturing Company of Monroe,

SLIDE DOOR CUPBOARD SECTION.

Mich., have added two depths of Storage Sections to intermember with the 15-inch and 24-inch depths of Sections.

EXTRA DEPTH STORAGE DRAWER SECTION.

Many stationers find it advisable to keep small package goods—such as inks, mucilage, pencils, etc., in these drawers—used in connection with the Weis Glass Door Display Cases. An improvement in the cupboard storage section was made whereby



REGULAR DEPTH STORAGE DRAWER

the hinged doors are replaced by sliding doors.

In an early issue it is expected to show interior views of several stores recently equipped with Weis Sectional Display Cases.

TATUM COMPANY HAS NEW SALES MANAGER.

Robt. D. Johnson, formerly buyer for the Dorsey Company, has accepted the position of sales manager with the Sam'l C. Tatum Company. Mr. Johnson is a young man with a wide experience in the stationery field, having been for ten years with the W. B. Carpenter Company of Cincinnati, in charge of their mail order department, also for three years with the Millison Office Supply Company of Wichita, in the same capacity and as buyer, and for the past two years as buyer for the Dorsey Company of Dallas, Tex., whose employ he left to go with the Tatum Company.

His experience and consequent familiarity with the products of the Tatum Company, as well as those of competing manufacturers, has especially qualified him to fill his present position, which he will no doubt do with credit to himself and to the company which he represents.

He should prove a valuable addition to the Tatum force.

A TYPEWRITER FOR ROYALTY.

The Mundo Grafico of Madrid, Spain, thus describes a typewriter constructed especially for His Majesty, the king of Spain, by the Hammond Typewriter Company:

"In the show windows of the splendid quarters occupied by the Hammond Typewriter Company in Madrid there is now on exhibition a gold typewriter constructed especially for His Majesty, King Alfonso XIII. This machine in its beautiful mahogany case, inlaid with precious woods and mother-of-pearl, attracts a great deal of attention and may well be a cause of pride for the factory which succeeded in producing this magnificent and perfect piece of work. The Hammond machine has been used in the offices of the Royal Palace for the last fifteen years."

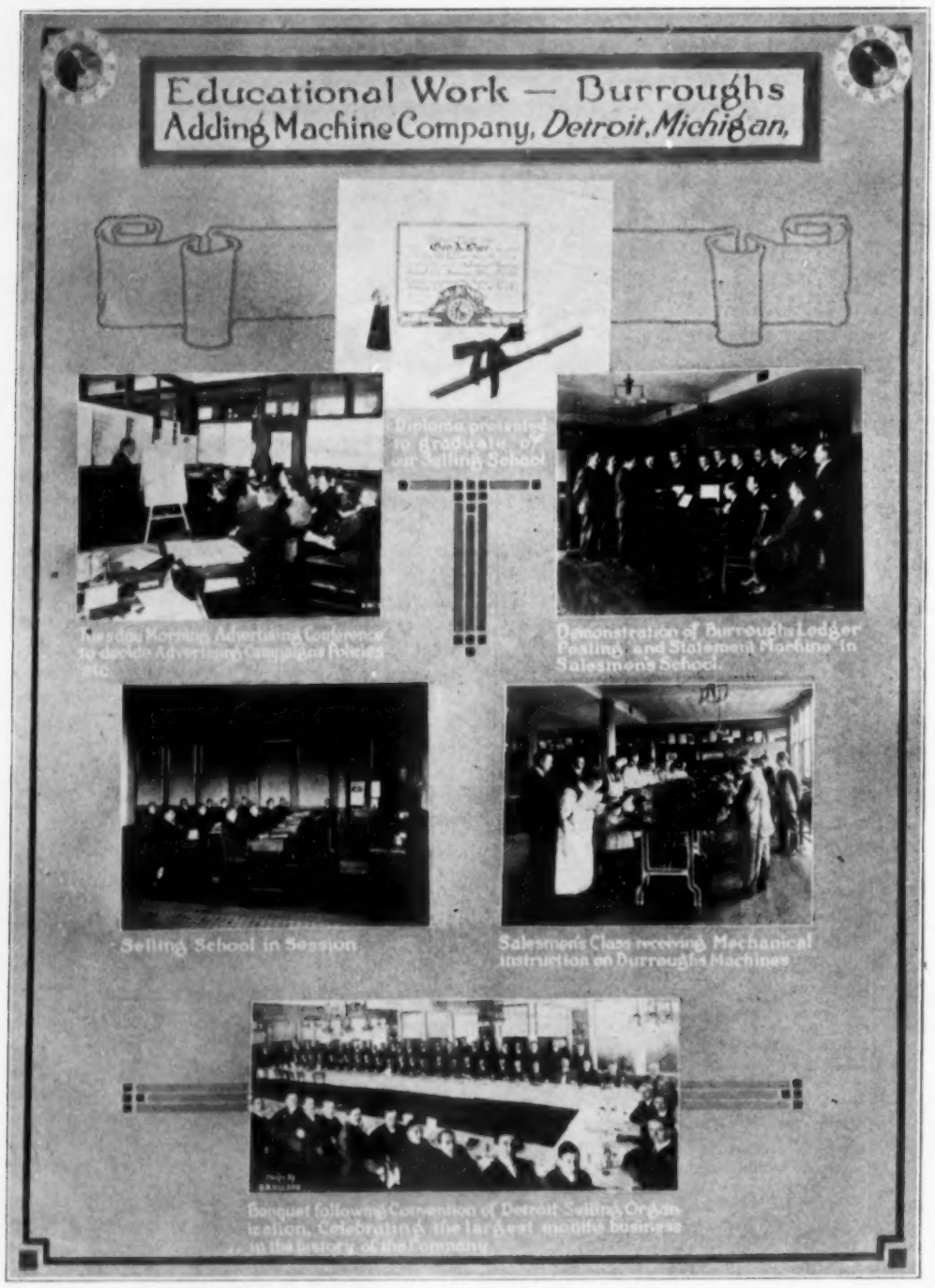
The cut shown herewith is a reproduction of the window display above mentioned.

WINDOW DISPLAY, SHOWING HAMMOND GO LD AND INLAID MACHINE.

MOVEMENT FOR GREATER EFFICIENCY.

That greater efficiency in all departments of manufacturing and mercantile organizations is being sought after more than ever before is evinced by the fact that an executives club has been organized in Detroit, one of the greatest manufacturing centers in the United States, for the purpose of determining how the efficiency of Detroit organizations can be materially increased.

The instigator of this movement is, E. St. Elmo Lewis, one of the big men connected with the Burroughs Adding Machine Company. In all of Mr. Lewis's speeches and all the books he has written on a great variety of subjects, he drives home the urgent need for greater efficiency in factory, store, and office. He is one of the best informed men on the question of efficiency in the United States. His book "The New Gospel of Efficiency" is looked upon by officials of large corporations and business men in general as one of the best written on the subject. With such a man as this as president, the Executives Club is destined to become a powerful and useful organization.



PICTURING SOME OF THE MANY EDUCATIONAL FEATURES TO BE FOUND IN THE BURROUGHS ORGANIZATION.

The club is at present in its formative stage. Ultimately it will be composed of fifty members of as many different organizations in Detroit. It is not an organization which any one can join on his own initiative. Only those men are invited to join who are of the kind that will bring something of value to the organization, who will devote thought and time to the propaganda. There are no regular dues, each member being assessed a proportionate amount to cover the budget.

The primary object of the club is to study efficiency, scientific management, welfare work, methods of employment, etc., and one subject at a time will be taken up. Exhaustive researches will be made in factories, not only in Detroit, but throughout the United States and Canada.

Theories will not be accepted; the members will seek for cold, hard facts and in their search for information they will employ a paid investigator. This man will be under instructions to gather his data from real experiences in any branch of the work he investigates.

Plans are now being made for a series of twelve or fifteen lectures to be given this fall on different efficiencies, such as in the sales department, production, management, office, etc. In each case where a lecture is to be given, the men, interested in that lecture who are employed by the members of the club, will be invited to attend at the expense of the firm represented in the Executives Club.

AMERICAN TYPEWRITERS ABROAD.

American typewriters go to all parts of the world. The United Kingdom is the best customer. France buys $1,500,000 worth of American typewriters each year, and Germany almost as many. Russia spent $750,000 last year for American typewriters.

According to the figures of the Bureau of Statistics, the exports of other delicately adjusted machines is carried on in about the same proportions.

America's supremacy in the typewriter and computing machine world is indicated by the exports in the calendar year 1911. The exports were then more than $15,000,000, as compared with $2,065,000 from Germany, $421,000 from France and $131,000 from the United Kingdom, the last figure covering typewriters only.

KIND OF SALESMEN WANTED.

The day of the booze fighter has passed. He hasn't even the poor excuse that it is necessary to drink to influence his trade. Today business goes to the salesman who is most useful to his customers—and to be useful he must be temperate, he must be honest, he must be acquainted with the needs of his customer's business, and he must at all times have full command of his faculties. His days of usefulness are numbered if befuddled mornings follow dissipated nights, and sales manager and credit man unite to make impossible business influenced by the diplomacy of John Barleycorn.

You can get stung without keeping bees.

Little courtesies count big and big bluffs count little.

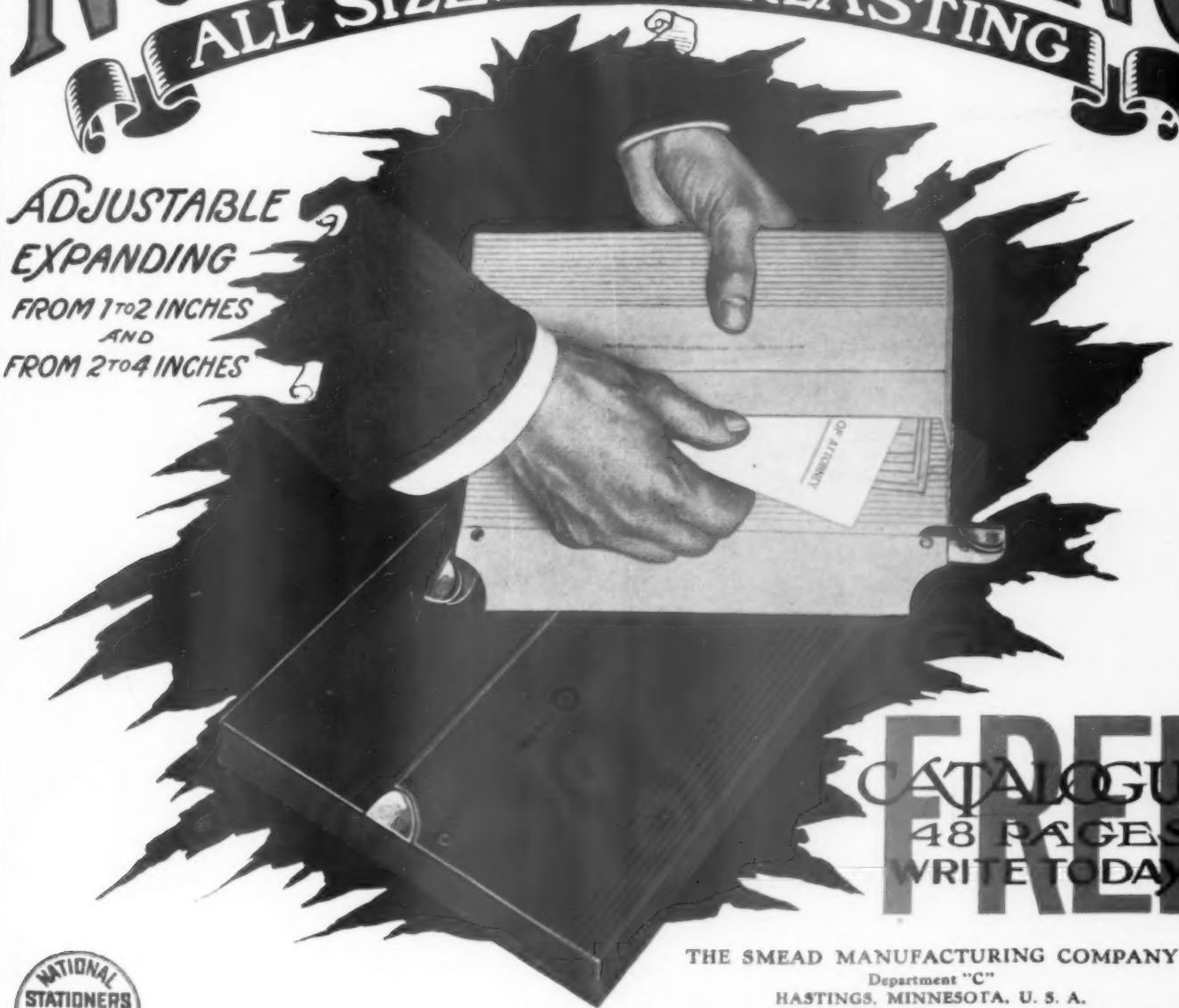
BANDLESS

DOCUMENT ENVELOPES

NO STRINGS RUBBERS HOOKS KNOTS NO TAPES CORDS TIES BANDS NO

ALL SIZES - EVERLASTING

ADJUSTABLE EXPANDING FROM 1 TO 2 INCHES AND FROM 2 TO 4 INCHES



FREE CATALOGUE 48 PAGES WRITE TODAY

NATIONAL STATIONERS AND MANUFACTURERS ASSOCIATION

THE SMEAD MANUFACTURING COMPANY
Department "C"
HASTINGS, MINNESOTA, U. S. A.

Western Agents
Myrell-Rollins Bank Note Co.
San Francisco, Cal.

Southern Agents
The H. & W. B. Drew Co.
Jacksonville, Fla.

Canadian Agents
A. R. MacDougall & Company
Toronto, Canada

The Document Filing Envelope For All Time

COMMON SENSE

IN THE USE OF NAMES

IF with the ADDRESSOGRAPH you can *rapidly* print typewritten addresses at 5c per thousand, why pay $1.50 per thousand to write them by pen or typewriter?

IF it POSITIVELY ELIMINATES mistakes and omissions in addressing, why tolerate hand or typewriter methods which are notoriously INACCURATE?

IF it will keep your list of names ALWAYS "live" and accurate, why permit methods that breed INACCURATE lists?

FINALLY, if the ADDRESSOGRAPH SOON pays for itself, isn't it business common sense to use it instead of SLOW, EXPENSIVE and INACCURATE hand methods?

THESE facts are TOO VITAL to ignore. We can prove every one in favor of the ADDRESSOGRAPH. Will you give us the opportunity?

For 50 Names or a Million!

THE ADDRESSOGRAPH addresses and takes care of lists of names of every nature. It saves time and labor by ACTUALLY printing typewritten impressions on envelopes, circulars, cards, statements, pay forms, shipping tags—anything, everything—at the rate of sixty a minute—twenty times faster than they can be written by pen or typewriter. Addresses are printed from metal address plates made in your office or by us. Type is embossed on plates by the Graphotype, which is sold or rented. The ADDRESSOGRAPH insures "live" and ACCURATE lists of names because it maintains them Card Index fashion. It affords exclusive features for listing names on sheets, arranging, classifying and automatically selecting for addressing certain address plates and skipping the printing of others. The ADDRESSOGRAPH pays for 50 names or a MILLION. Hand ADDRESSOGRAPHS as low as $37.50 furnished for small lists of names. Foot lever and motor driven models for larger lists.

The Addressograph Co.

903 W. Van Buren St.

Chicago

For 50 Names or a Million

ADDRESSOGRAPH CO.
903 W. Van Buren St.
Chicago

Without obligating us in any way, send free and postpaid your new book, "THE PREPARATION AND CARE OF MAILING LISTS".

Name _____

Position _____

Firm Name _____

Town and State _____

○ Mailing List ○ Shipping Tags
○ Statements ○ Payroll

THE National Cash Register Co. addresses and maintains its Mailing List of over 1,000,000 names with the ADDRESSOGRAPH.

"The Preparation and Care of Mailing Lists" tells how to compile and develop lists of names—how to keep them 100% "live" and accurate—always. FREE.

IN OTHER LANDS

London, August 21, 1914.

WRITING at the beginning of the third week of the European war, it is remarkable how things have quieted down in many respects. There, of course, never was anything like a war frenzy in this country but there were some very important general and individual readjustments to make. So far as the British Government was concerned, it acted with a promptitude and discernment which was, to speak frankly, hardly expected of it. The result is that it has won high praise from everyone in the country no matter of what political color. The closing of all the banks for four days, from August 3 to August 6 inclusive, was the big steadying factor in the financial storm center. The closing of all stocks and produce exchanges also prevented speculators from increasing difficulties and fomenting panic. Shortness of currency occasioned by the public and private hoarding of gold was relieved by a prompt issue of something quite new in this country, to wit, notes of the face value of one pound and ten shillings, respectively.

Difficulties were, of course, to be expected in the transport department owing to the large amount of necessary commandeering of horses, wagons and motor vehicles by the war office and also by the necessity of taking over the whole of the country's railways under a war transport council composed of certain members of the Government and representatives of each railway company. This latter has meant very little interference with ordinary railway passenger travel. It, however, gave the Government the opportunity of using specified lines for certain periods where required solely for transporting troops and war material. Other freights were consequently held up from time to time, but conditions are now steadying down very well in this respect. Some upset has also been caused by the calling of reservists to the colors. It will be understood that the English army, like the American, but unlike all the European armies, is a voluntary force and is recruited by voluntary enlistment. Men serve for three years or so with the colors and then are released to follow ordinary civil occupations, the Government, however, having the right to recall them to the colors in case of need any time within a specified term of years. Further demands upon labor supplies were made by the calling up of the territorials. These young men are all engaged in ordinary civil occupations but devote their holidays each year to military training and camp life and can be called

OFFICE APPLIANCES IN GREAT BRITAIN.

Exclusive Correspondence of "Office Appliances."

upon to constitute an army of defense in case of need. They are all called up now and number about 250,000. They are not used for foreign service unless they volunteer specially for that. With regard to both reservists and territorials employers, where they are of sufficient financial standing, are paying whole or part wages to the dependents of the called up men, and where possible they guarantee to keep their situations open for them. Confidence is, as I have said, returning rapidly. The sea routes have been opened, food prices have returned to something about normal, and the end is awaited with confidence. Commercial men generally are organizing with the Government's help towards doing bigger trade than ever after the war as it is expected that new markets will be opened owing to conditions in Germany and Austria.

Views of the Trade.

So much for a general survey of conditions here at the moment. Now to deal with particulars. I have had some interesting statements from leading firms in the typewriter, office appliance, and stationery trade here and cannot do better than give them verbatim. Taking typewriters first, this is what W. Davies, manager of the Oliver here, tells me: We find business in this country about normal for this time of the year, but, of course, as regards the continent the war is seriously interfering with business, and as regards export trade this also seems to have been adversely affected. A considerable number of our employes have been called on to serve for the army and navy, but satisfactory arrangements have been made for their duties being attended to temporarily. With the exception of a temporary loss of our business with Germany and Austria, we are not feeling any serious effects as regards diminution of our trade generally.

Mr. Chadwick H. Moore says: I wish to report that of my different companies, Moore's Modern Methods, Limited, for the first half of this month have had the best half month in August they have ever had. This is also true of Talykron, Limited. Shaw-Walker, Limited, business has been poor owing to the cessation of their continental business through the war, but this morning (August 19) they have several inquiries.

Mr. Moore's full list of companies here is as follows: Moore's Modern Methods, Shaw-Walker, Rockwell-Wabash, Talykron, Parker Pen Company, and British Systems.

Mr. F. Paul Impey of Moreland and Impey, who are contractors to His Majesty's stationery office and manufacturers of Kalamazoo loose-leaf ledgers and Wagoner binders, puts things as follows: It is too early to give any decided opinion as to the state of trade, but we have been agreeably surprised up to the present at the extent of the orders which we have received from our home offices and the British colonies. Continental business is entirely stopped in the belligerent countries, but we are keeping open and doing business in the neutral European countries. We are hoping to continue the services of the whole of our staff inside and outside, and regard it as a patriotic duty to do everything we can to attain this end. We have been gratified to receive urgent orders from His Majesty's stationery office to supply Kalamazoo goods for use with the army in the field as well as to meet the extra requirements, and consequently extra work caused by the army being on a war footing. In view of the efficient way in which the situation has been handled by the authorities, we consider it a great testimonial to Kalamazoo loose-leaf books that they have been selected for such important work by the war office. We have no doubt that this labor saving device will be appreciated more than ever under the unique conditions it is now required for.

Mr. G. E. Whitehouse, manager of the Ludgate Company, the leading Scottish and general specialists in office equipment, starts off on rather a gloomy note but rapidly recovers. He says: It is useless and foolish to deliberately blind oneself to the fact that the office equipment business is one of the first to feel the effects of any national upheaval of business. In normal times, competent demonstrators and salesmen have to be employed in order that the business man may understand that loose-leaf books are not articles of luxury, but economic necessities in modern business practice. In times of crisis like the present, business men want to learn to steady themselves and I have the strong opinion that one of the chief duties of all engaged in our line of business is to do everything they possibly can to instill into their customers and prospects a feeling of calmness and confidence. Too many business houses spend the time worrying over the possibility that their trade will go to the dogs, and they tell us they have no time to think of the method of keeping the accounts so long as they are pressingly engaged in wor-

rying as to whether they will have any accounts to keep. I believe that after the short period of uncertainty business men are worrying less and less. They know that business must go on, and we in the office appliance business have to show them that, this being so, they need equipment just as much as they ever did. If I had to differentiate I should say more so, because good equipment means economy. With regard to our own business, the fighting has necessarily brought our business on the continent, which was growing so well, to an abrupt stop, and this condition will no doubt go on until the end of the war. I have no objection, however, to giving away the secret that I am making preparations now for the resumption of business in Europe on a bigger scale than ever, immediately the war comes to an end. British manufacturers will no doubt see that there will be better chances for them than they have ever had in the past. Our colonial business shows very great improvement, also that from other countries outside the fighting zone. We are not making any reductions in staff on account of the war, but are going forward full speed, each selling man sworn to work so much harder, so that the result, if not actually commensurate with the energy expended to get it, will at any rate insure that our total business will be as nearly as possible up to normal times.

Mr. H. W. Wayne has now fixed up his new business in Kingsway under the title of Peacock and Wayne. The firm includes himself, Gerald S. Peacock and W. Teignmouth Shore. This is how he delivers himself on the situation: I can only say that during the present crisis we are going full speed ahead and find that our clients are eager to continue doing business and if possible to put forward a greater effort than ever to obtain better results. We feel that this is the only way that Great Britain can successfully hope to come through. International finance and international politics are so interwoven that lack of effort from the commercial world might very easily have a disastrous effect upon the success of the allied forces on the continent. My advice to all houses dealing with office appliances is as follows: To those who have a huge continental clientele I would say, "Put your house in order." To those whose European trade mainly depends upon Great Britain, I would say, "You now have time to look around and in looking around it would be as well to acknowledge that you have not quite succeeded as you would wish to, realize why you have not succeeded and go on, having realized what mistakes you may have made, and guard against them in future."

Now for a very interesting statement by Director M. C. Dizer of the Dennison Manufacturing Company, Limited, here. Perpend: We find, now that the German market has been shut off, that the opportunities for American made goods getting a foothold in some sections of the Britsh market, are considerably improved. We are very glad to find ourselves in this crisis well established and with good stocks, and have already opened up with certain large houses for tags, labels and pin tickets to whom it had been impossible to sell previously on account of their old established connections with German manufacturers. Our products in these lines we believe are superior to the German goods, and only slightly higher in price. One interesting department in our business is that of the sanitary crepe paper products. These come in very useful just at present, as hundreds of well-to-do Americans are returning to the United States second class, or even steerage, and are buying quantities of our paper towels, paper handkerchiefs, paper plates, paper table covers and paper napkins. These are ideal for the purpose where there may be a scarcity of linen furnished by the steamship companies. We featured these items in an advertisement appearing in the American edition of the London Daily "Times" and in our Kingsway windows. In our paper products we are also well stocked with the red, white and blue patriotic festoons, crepe paper and paper napkins, and are doing a lively trade with them. On the whole, we have every confidence in being able to make good the new slogan, "Business as usual."

With reference to the above slogan, this is quite the phrase of the moment and frequently it is printed with a touch of gayety, "Business as usual during extensions."

The Roneo people are making a splendid use of their magnificent window space in High Holborn, at what is one of the chief entries to London's great financial district. In one of the smaller windows they have a tape machine which is connected with the Central News—one of the leading news supply agencies in London. This brings along every hour of the day important telegrams from the seat of war. These are typed with a bulletin typewriter on special sheets which are headed Roneo War Bulletin and each hung on a huge bulletin board consisting of a framework strung on wires. In the larger window, which is, of course, suitably bedecked with flags, etc., they show a Roneo duplicator which is now used considerably in the war office, the admiralty, the territorial organizations, and most Government and colonial departments, and also this company's dictating machine. Along with this are photographs showing the latter machine in use in the field during the last French army maneuvers. Other Roneo machines are also shown fitted for use during war time. Most of the sixteen Roneo branches in the provinces are having similar displays and they receive news telegrams all day long from the Exchange Telegraph Company. Naturally a business which is worldwide like the Roneo, with many of its branches on the continent and quite a large number within the actual area of hostilities, is bound to feel the effects of this great European conflagration. Roneo, however, expects that when the after-war period comes a tremendous accession of business will result for itself and for all other up-to-date office equipment firms.

American visitors to England and Europe have been very considerably tied up by transport difficulties. Communication has been interrupted between London and the continental capitals. Before the trouble came to a head, however, a number of American typewriter men were busy over here. George Edmund Smith, president of the Royal Typewriter Company, has been paying a visit of this kind and has spent some time in London. Another prominent man in the typewriter world who has been visiting London is Neal D. Becker, the new president of the Hammond Typewriter Company. Mr. Becker, who was greatly pleased with the progress made in London with the company's business under the direction of R. J. Bray, the general sales manager, has also made an extensive tour on the continent, visiting Paris, where the Hammond Company has opened a new agency with Paul and Motter, 224, Rue de Rivoli. From Paris Mr. Becker proceeded to Rotterdam, Berlin, Copenhagen, St. Petersburg, Moscow, etc., paying visits to all the Hammond continental centers and getting back before the hang-up eventuated. Mr. Becker is now making a tour of the company's provincial branches and agents in this country.

German typewriter business in this country has received a dreadful blow from which it is presumed it will take years to recover. Just before the war broke out Mr. Claasen of P. Schmidt and Company of Queen Street was appointed special organizer for Great Britain for the Torpedo typewriter. The new model Mentor was also making a move for bigger business through its agents here, the Mentor Company of Leicester. The Mercedes was also pushing business with its No. 3 model, especially through its north of England agents, Turner and Hay, of Manchester. The Stoewer was also starting sales with its Record and Elite models. The Colt's calculator was also selling well here.

Another thing which will be knocked on the head by the war will be France's third business show, which was to be held November 3-15, in the Grand Hall of Luna Park, Paris, France. Already a month ago 11,000 square feet of space had been reserved.

Will Specialize on Office Appliances.

Ernesto J. Wehncke, Casilla de Correo, 1162, Buenos Aires, South America, at an early date expects to open an office for the sale of every kind of office appliance, recommending and starting all kinds of card index, filing and other systems, helping business men to modernize their offices, help plan sales and advertising campaigns, etc.

Mr. Wehncke is busily engaged obtaining all the data he can find and will appreciate suggestions from those who can give advice along his chosen line of work.

PROTECTOGRAPH PEOPLE HOLD CONVENTION.

The annual convention of district sales managers and field managers of G. W. Todd & Co. was held at Rochester on Thursday, Friday and Saturday, August 27, 28 and 29. At this convention the company announced some new plans of great importance which were enthusiastically received by the convention.

Those in attendance came from all parts of the country and included the following gentlemen:

W. L. Sommer, T. A. Cook, W. E. Strickler, W. H. Olmstead and Rex Foster, field managers.

J. R. Allen, Pennsylvania; A. S. Arnold, Maryland; H. H. Cohen, Georgia; W. E. Cook, Massachusetts; L. W. Cuyler, Chicago; J. C. DeVilbiss, District of Columbia; D. J. Dooley, Florida; W. L. Baker, Oklahoma; Drake and Dorion, Quebec; Jere Dwyer, Ohio; A. F. Gerak, Tennessee; Gildea and King, Wisconsin; Gooding and Henn, New York; Edward Hunt, Ohio; W. L. Hutchinson, Maine; J. A. C. Knoop, Mississippi; C. Y. Knox, New Hampshire; C. J. Kushell, Michigan; Lee Brothers, Michigan; J. H. Lyster, Montana; E. B. MacDuffie, North Carolina; C. E. McLean, Ohio; A. C. Mann, New York; F. W. Marble, Michigan; M. J. Murphy, Minnesota; L. C. Nebel, South Dakota; D. J. O'Leary, Iowa; R. C. O'Neil, New York; E. L. Owen, Pennsylvania; F. W. Pagel, Indiana; Parhm and Williams, Missouri; B. G. Paylor, Alabama; C. R. Reed, California; J. Rittman, Iowa; J. Sanders, Indiana; F. W. Schadee, Massachusetts; O. W. Slayback, Kansas; H. G. Spear, Connecticut; J. R. Stanard, Illinois; Steele and Steele, Missouri; Sullivan and Arnold, Texas; Miles Turpin, Ohio; C. E. Wandel, Pennsylvania; C. Walter, Kentucky; P. T. Whilden, Virginia; G. W. York, Nebraska; R. N. Martin, Tennessee; G. C. McLaughlin, Toronto, and H. G. Speed, Indiana.

THE GREATEST HOUSE ORGAN OF THE MONTH.

The September number of the Underwood News is a fine example of excellence in the house organ field. The Underwood News is always excellent, but the September number surpasses probably any other house organ for that month in the entire house organ field. It carries a complete report of the recent Underwood convention, the story of which is given in this issue of Office Appliances, and has in addition special photographs of the convention, and cartoons of all the visiting managers and officials who for one reason or other got into the limelight at the convention. This number is not only good in point of text and illustration, but it is a fine example of press work and other manufacturing. In addition to the convention story there is the usual amount of matter of interest to managers and salesmen of the Underwood machine.

The size and capacity of our plant is a revelation to all visitors. To our customers it gives confidence and respect and then gratification that they are being supplied from a plant of this character.

In the matter of facility we produce ALL your wants in our line. Outside the regular lines of

Typewriter Ribbons
Typewriter Carbons
Pen and Pencil Carbons

we specialize in the following goods:

Ribbons for use on the Multigraph (the original and genuine)
Inked Ribbons for Any Device
Carbonized Rolls for Adding Machines
Autographic Register Rolls
Inks for Stamping Shoe Linings
Metal Stamp Inks of ALL Kinds

As we excel in all we produce you get the ONLY best.
Buy of the ORIGINAL maker.
We meet every condition; we fill every requirement.

MITTAG & VOLGER, Inc.

Principal Office and Factory: PARK RIDGE, N. J., U. S. A.

Branches:

261 Broadway, NEW YORK, N. Y. 205 W. Monroe St., CHICAGO, ILL.
7 and 8 Dyers Bldg., Holborn, E. C., LONDON
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AUTO-DESK COMPANION

THE HANDIEST FILING CABINET EVER INVENTED

for individual use, heads of offices in various departments, Attorneys, Bankers and others, and is all that the name implies.

TRY ONE 30 Days Free At Our Expense

EXCLUSIVE FEATURES

Overbalancing Drop Hinge Cover, Automatically Operating Drop Front with throw back device, Card or Stationery Drawers in center, Automatic File Drawer below, complete Locking Device, Roller bearing Casters. Made in Standard Letter and Cap Sizes of Quarter Sawed Oak and Mahogany.

TO THE DEALER. Order one for your Sample floor or let your customer try it out. If not sold in 30 days return it to us and we will pay all the expense incurred.

TO THE CONSUMER. If our goods are not sold or recommended by your dealer write us before you buy for our **Factory to User Mail Order Proposition.**

HERE'S ANOTHER OF OUR GOOD THINGS

AUTOMATIC Desk Files for Your Follow Up

Made in Letter and Cap sizes with a filing space of 14 in. expanded to 19 in. when open. Guaranteed better than anything ever brought out for the same purpose and at less cost.

OUR NO. 17 CATALOG

just off the press is ready for mailing.

It is full of

Filing Cabinets of all kinds
Flat Top Filing Desks
Transfer Cases
Filing and Card Index Supplies

and will interest you. Write for it today.

The Automatic File & Index Co.

143 to 157 Pearl St.

Green Bay, Wis.

ST. ELMO LEWIS IN IMPORTANT NEW POSITION.

E. St. Elmo Lewis, who is probably the best known advertising man and market promoter with the field of office appliances, has resigned his position as advertising manager of the Burroughs Adding Machine Company to assume the vice-presidency and general management of the Art Metal Constructcion Company of Jamestown, N. Y. This projects Mr. Lewis' great vigor and ability into a new field—a field which will undoubtedly reap added impetus and advantage as a result of his service in it.

St. Elmo Lewis has headed the advertising department of the Burroughs Adding Machine Company for a number of years, and during his service with that concern he has built up a powerful organization in the advertising department, and has by his clear understanding of the principles and application of advertising helped to forward the sales and widen the market of the Burroughs company to their present enormous proportions. Mr. Lewis is an original thinker, and probably there is no clearer, keener analyst of practical advertising and selling problems in the country than he. He understands not only the philosophy of marketing but its practice as well. He has plumbed its depths and explored its shallows, and has contributed an immense amount of serviceable, practical work to the literature of selling and advertising. Mr. Lewis is an orator as well as a writer of note, and when he speaks, as he frequently does, before the commercial bodies in large cities, he is always sure of a full house and an interested audience.

The result of Mr. Lewis' painstaking work in the Burroughs organization has been to build up a service and a system which will be an enduring institution in that company. His work has helped to advance the whole adding machine industry, and Office Appliances is sure that in turning his great abilities into new channels he will perform a service equally important to the metal furniture industry. We congratulate the Art Metal Construction Company upon having secured a man of such rare ability, and we congratulate Mr. Lewis upon his connection with this well known company. We are sure that he will find his associations pleasant and will see before him a wide field of usefulness in the metal furniture line.

E. ST. ELMO LEWIS.

F. L. BENEDICT.

PROMINENT IN ELLIOTT-FISHER WORK.

F. L. Benedict came with the Elliott-Fisher Company about two years ago as assistant sales manager of the Bennett Typewriter Company in New York, and was placed in charge of the Bennett sales and advertising. Previous to this his time had been devoted largely to mail order and direct advertising and correspondence. He was employed by Butler Brothers for several years and during this period was connected with both the merchandise and catalog departments.

On January 1st, 1914, Mr. Benedict was promoted to a position at the general office and given charge of and made editor of Ginger, Elliott-Fisher Company's organization house journal.

Mr. Benedict is located in Harrisburg at the general office of Elliott-Fisher Company, and has charge of advertising department detail, formerly taken care of by C. H. Hunter, who is at present looking after other work for the company.

Mr. Benedict is a genial good fellow and a welcome addition to the "live wire bunch" at Harrisburg.

WELTY VISITS CHICAGO.

William A. Welty of the William A. Welty Fountain Pen Company of Waterloo, Iowa, visited Office Appliances recently. Mr. Welty was here on a business trip and thought it probable that he would remain for the Business Show. Trade in the Central West, he states, is somewhat delayed on account of the uncertainty of grain shipments.

CHATTANOOGA MANUFACTURERS' ASSOCIATION CELEBRATES ANNIVERSARY.

Recently the Chattanooga Manufacturers' Association rounded out its tenth year of activity as an organization of the present form, although it had its beginning more than a decade ago. The day of the celebration of the anniversary was called Bunn Day in honor of Oscar L. Bunn, who has been secretary of the association ever since its inception and to whom is due in a large measure credit for the success of the assocation. Mr. Bunn will have reason to remember the day because of his having been presented on Bunn Day with a 1915 model Studebaker six for his personal use without reservation.

As an encouragement to similar organizations in other cities, we give a shore resume of some of the things the Chattanooga Manufacturers' Association has done during its ten years of service.

In July, 1904, when the association was still in the embryonic stage, Mr. Bunn joined the organization as secretary, relinquishing a position as chief clerk and traffic expert with the general freight agent of the Southern Railway, whose employ Mr. Bunn had entered as freight trucker. In 1904 the office space of the association consisted of one room 40 feet by 30 feet, and the executive force of Mr. Bunn and a stenographer. Now the association owns its own building on one of Chattanooga's principal business streets. The structure is 50 feet wide, 110 feet deep and four stories high, with a total floor space of 12,500 square feet. There are to be seen in this building 155 different industrial exhibits.

The membership of the association consists of 140 firms and 263 individuals belonging to these firms. In 1904 there were fifty-two members.

Various departments of the organization help its members to save money or improve methods. For instance, in the traffic bureau there is at the disposal of members a tariff file as nearly complete as any in the country. From this file there may be secured on short notice rates for shipments anywhere in the United States or to foreign countries. In 1913 the traffic bureau quoted over 83,000 rates, checked over 85,000 expense bills, discovered errors amounting to about $20,000 and collected in claims over $101,000. Under the guidance of the purchasing department, many items used by a number of members are bought under yearly contract at a great saving. To the collection department bad debts are submitted and every effort is made to collect and still retain the friendship of the customer. The notary department saves the members of the association several hundred dollars a year.

In January, 1912, the association conducted a trade excursion to Cuba. The trip not only proved a pleasant and instructive outing but also helped to cement industrial relations between Cuba and Chattanooga.

CARBON PAPER FACTS

Panama

For actual service rendered Panama Carbon Paper is the cheapest article bought for the office.

Panama gives permanent copies.

MANIFOLD SUPPLIES CO.
A. L. FOSTER, President G. G. DITMARS, Vice-President
188 THIRD AVE., BROOKLYN, N.Y., U.S.A.

NEW MACHINES AND DEVICES

A Review of a Number of Novelties and Improvements Which Have Appeared During the Month.

The Transophone—The New Edison Transcribing Machine.

Not so many years ago the "blind" typewriter was in common use; a stenographer in those days had a hard time, as far as lost motion was concerned. First she memorized a phrase or sentence from her notes and wrote it "blind" on the typewriter; then she lost time by connecting the next part of her notes when she lifted the carriage of the typewriter to reread the transcript.

It was a constant mental rack, notes and typewriter being consulted every few moments to be sure of a clean copy without the use of time-losing erasures.

Stenographers with strong mental powers who employed "touch" were referred to as examples for a time to prove that the "blind" machine was really a time saver over the "visible" typewriter. "Forget the typewriter and read your notes" was an argument that could be applied only to a small percentage of operators, and so visible typewriting soon gained the upper hand, and the "blind" machine was doomed.

Fortunately, the visible typewriter was in popular use when the dictating machine, with the stimulus of Edison improvements, began to make its big gains. It would have been indeed a difficult operation to use a "blind" typewriter in transcribing from the oldest dictating machine. Think of the carriages of both machines requiring manipulation for comparison between dictation and transcript! Little wonder that voice-writing made slow progress with the operator under such conditions in past years.

Edison improved the operation to a great extent when he originally introduced a repeat lever on the dictating machine. In combination with the visible typewriter this has not been so bad, although the mechanical operation of voice-writing has been, in Edison's mind, a detriment to the transcriber, requiring improvement before the dictating machine could be said to have advanced with the visible typewriter in affording the same comfort and speed.

Difficulty Solved by New Device.

Edison provides the Transophone to avoid the former repeating of the dictating machine by hand and, by electrical means, transfers the operation to the typewriter, where an electrical button has only to be "tapped" to hear any previous dictation.

A transophonist may now operate without removing her eyes from the typewritten page. It is just as though the dictator himself were at the elbow giving her direct dictation. With a tap of her foot she starts and stops the reproduction at convenient periods for writing as usual —the repetitions coming at the connections of this phrasing are frequently repeated, and this is now accomplished by the electrical button with a typewriter key-touch.

Details of the Invention.

The layman may analyze the Transophone as merely a dictating machine controlled electrically from the typewriter keyboard, which is literally correct.

But, like many devices that are simply explained the words do not measure the difficulty of the development.

THE TRANSOPHONE, SHOWING LIGHT TOUCH KEY.

It is fair on any needed invention to say that the task is not easy that has not been performed before.

To begin with, the electric button which controls the Transophone cannot be "any old electric switch." Readers are familiar with the pressure required to operate the ordinary electric light switch—that is far too strong. It must fill the electric requirement of "quick made-and-break," and still have a typewriter touch for easy operation.

Although the electric power for operating the Transophone is obtained from the lighting socket which supplies current for the motor, there is practically no additional expense. The power required by the magnet which moves back the arm is very small and is only employed during the instant of tapping the controlling switch on the typewriter. Ten cents a year would

MR. EDISON APPROVING THE TRANSOPHONE.

No Time Lost in Jockeying the Paper—Pressure Rolls Act as a Straight Edge

Thick or Thin—It Makes No Difference

To insert the paper in the L. C. Smith & Bros. Typewriter, allow it to drop in naturally. The pressure rolls act as a straight edge, immediately adjusting the paper to the proper position. A turn of the platen knob and it is in place, ready for the printing.

The paper feed is elastic and perfectly adjusted. Three pressure rolls at the front, four at the rear and two auxiliary rolls on the paper fingers act independently, yet grip as a unit. They accommodate thick manifold work as well as an ordinary sheet.

This is one of the many features about the L. C. Smith & Bros. Typewriter that make for efficiency.

Ask for free illustrated book

L. C. Smith & Bros. Typewriter Company

Home Office and Factory, SYRACUSE, N. Y.

Branches in all principal cities

Eyelets

Ask Barrett

We carry millions of eyelets constantly in stock and can make immediate shipment of anything you want in Eyelets, Escutcheons, Washers, etc. Let us quote you our lowest prices direct-to-the-trade. No matter what you want in Eyelets, Barrett has it.

Barrett Bindery Co.
726 Federal Street
CHICAGO

DEALERS

Attractive proposition for you. Terms liberal. Profits good. Volume of sales large. Send now for complete Catalog of daters, time stamps, punches, etc.

TIME

You Can Know the Exact Date, Hour and Minute

1—Your letters are received.
2—Your letters are answered.
3—Your factory orders are sent.
4—Your invoices mailed.
5—Your bills entered.
6—And 100 other important facts.

COSMO TIME STAMPS

Can be used in the widest variety of ways. On the executive's desk, or in the factory, they are found a tremendous help. You can devise your own ways to increase the efficiency, accuracy and speed with which your business is conducted.

Write now for Catalog. Learn the use other manufacturers are making of Cosmo Time Stamps. See for yourself where one will fit your business. You can use a time stamp. Let us show you. Write for Catalog now

A. D. JOSLIN MFG. CO., 223-25 West Erie St., Chicago, Illinois

ENGLAND BRANCH—The Cosmo Time Stamp Co., 66 Fenchurch St., London, E. C.

"Every time we show an EMERALITE we make a sale"

That's the experience of one of the large Office Appliance Houses.

You could duplicate the above experience if you showed this popular Office Desk Lamp in your stock.

It may be a new line for you —but it is the new lines that add the extra profits.

EMERALITES Are Extensively Advertised

Ornamental and Efficient.

Write us today for our complete catalog and proposition for dealers.

H. G. McFADDIN & CO.
44 Warren St., New York City

REG. TRADE MARK
DESKAID
RETAILS AT 50c
PATENTED IN U.S. & FOR. COUNTRIES.

ENVELOPE OPENE
STRING CUTTER
ERASING SHIELD
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NEWS CLIPPER
PAPER CUTTER
TACK LIFTER
FOUR SCALES
BOOKMARK
RULER
ETC

ONE INSTRUMENT
—WITH A—
DOZEN USES
ATTRACTIVE, USEFUL
GERMAN SILVER NOVELTY
Liberal Trade Discount
THE DESKAID CO.
105 West 40th Street New York

GOLD PENS
ALL SHAPES AND STYLES
Gold Pens for Jobbers and Fountain Pen Manufacturers
IMPRINT WORK A SPECIALTY

PROMPT REPAIR SERVICE
All makes Gold, Fountain, Stylographic Pens, Pencil Cases perfectly repaired and returned day received. Satisfaction Guaranteed.
GEO. F. GAYDOUL, 47 Ann Street, NEW YORK

be a liberal estimate of the extra cost for electric power.

In order to disconnect the electric button on the typewriter from the dictating machine, a detachable connection in the cord may be broken at will. This enables the operator to close a folding typewriter desk without difficulty or loss of time.

The arm of the Transophone is backspaced with a magnet, energized by the button on the typewriter. This had to be developed carefully for noiseless operation, and for easy attachment on every old model Edison Dictating Machine, which is a fixed Edison engineering policy.

When all is done, to be able to connect your device on the ordinary electrical current in your office and hear with precision the repetition of one or a dozen words by means described, is a feat worthy of Edison and his corps of engineers, whose lives are devoted to the carrying out of commercial ideals.

At the Chicago Business Show.

It was a new experience to witness a test of the Transophone at the Chicago Business Show, with its very evident increase in efficiency over the old method. But for the presence of the dictating machine beside the transcriber, the source of dictation that is busily being put into typewriting is not apparent.

Those whose business it is to study efficiency by "motion studies" will surely endorse the Transophone. Expert operators probably turn from typewriting to handrepetition on the dictating machine about 100 times a day, and increasing from that number to fully 500 such repetitions daily, according to the matter and experience in listening. Present calculations on this basis point to a saving of from 10 per cent to 25 per cent in the operator's time by the use of the Transophone, while the reduced strain in transcribing will give added efficiency. Too much cannot be said for the Transophone in the way of its effect upon the operator's "liking" for her work. By making their duties more attractive, more efficient results naturally follow, but the big gain is in satisfying and retaining such employees who are, like experts in any line, hard to replace at once.

There is no question but that the Transophone will make its own way in popular demand. The improvement of the machine for typewriting is important in economical production. The comfort and convenience of the transcriber in limiting attention to the typewriter will have its effect in making the operation more attractive.

Interesting Posting Device.

The Irving-Pitt Manufacturing Company has put upon the market a combination ledger and stand for holding the ledger with the back down and partially open at the index tabs. This combination is used in connection with Burroughs or other ledger posting machines. It is said that this ledger permits the adding machine operator to utilize his greatest skill and speed. The book is opened by a single turn of the reel key. It is opened in the stand and closed in the stand, from which it cannot be removed until it is closed. All metal parts are electrically welded. The ledger has no end channels and no end caps. As entries are made on the sheet it is offset either to the right or to the left, depending upon whether the balance is credit or debit, and the offset sheets only are taken into consideration in arriving at the day's balance. The indexes are of the regular Irving-Pitt construction, punched with slotted holes, reinforced at the binding edge, and the tabs are strengthened with linen shields.

The ledger sheets used with the Burroughs posting machine differ in several respects from the usually accepted form. The printing is lengthwise of the sheet, the heading being opposite the binding margin, and there are no faint ruled cross lines. The U-shaped punching with rounded points and rounded corners makes it possible to insert and remove sheets from the ledger without difficulty. The sheets are also punched with two slotted holes, which engage the posts of the transfer binders.

An Automatic Invoice Register.

The Automatic Book Company of Marinette, Wis., has devised an automatic register, of which C. L. Peters is the inventor. It is claimed that this book will tell accurately the day each invoice is payable. Discounts positively cannot be overlooked, and it does the work in half the time required by old methods. The book is accurate in every detail and will last indefinitely.

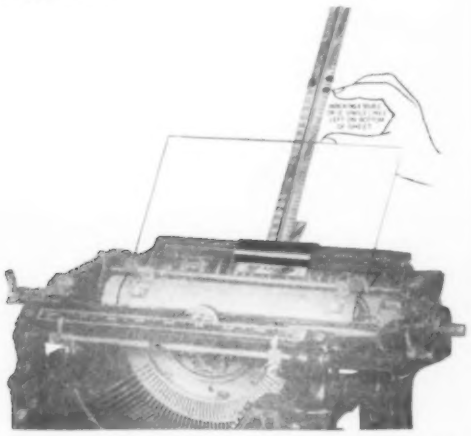
Peters' automatic invoice register has twelve monthly index tabs, on each of which is a discount day table, on which is found the exact date an invoice is to be paid. Between each monthly index are thirty-one index sheets numbered from one to thirty-one, on which invoices are entered. An invoice, for instance, dated January first bearing discount at 2 per cent ten days, with sixty days extra, is handled by following the date column perpendicularly until the number of days wanted are found. This would be seventy, making the invoice due March 12. Next, turn to the index for March and enter the memorandum on sheet twelve. If more sheets are needed for certain days, an extra sheet numbered the same can be inserted under the original.

In paying invoices the sheet carrying the invoice payable is taken out and checks are drawn for the amount due. The sheet is then filed away, leaving on top the sheet for the following day's work. When a whole month's invoices have been paid and the sheets filed, a monthly index is inserted at the bottom with another set of leaves from one to thirty-five, making the system perpetual.

The book can also be used as a perpetual inventory in connection with the other work by using the reverse side of the sheets in entering all invoices received each day, and cash sales at the end of each day

Instant Line Indicator.

The Instant Line Indicator is a typewriter device whose purpose is to indicate the progressive position of the end of the sheet in the typewriter. By the use of this device the operator can at any time tell instantly the number of lines which can be written on the sheet on his machine. This device is clamped on the paper table of any typewriter exactly as one would clamp an ordinary clip on a few papers. It is affixed instantly and may be removed as quickly. It is not attached to the paper in any way and will not mar the typewriter. In large offices where a great deal of correspondence is turned out daily many sheets are destroyed and much time is lost because there is no way to determine the exact amount of unused space left at the bottom of the sheet. The Instant Line Indicator saves this waste of time and stationery. It is submitted that loss of time in rewriting a letter may be a serious loss if often repeated.

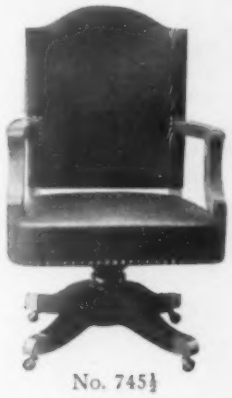


INSTANT LINE INDICATOR FOR TYPEWRITERS.

The Indicator is simply clamped by means of a spring clip on the center of the paper table, and the sheet to be used is inserted. Turn this sheet until the bottom of the sheet is just free of the auxiliary roll on the platen. Then adjust the gauge so that the indicating point on the left is even with the top of the sheet. The gauge is now set permanently for this size sheet, and the operator by remembering the position on the scale can always set the gauge for this size sheet without this preliminary operation. In actual operation, when the top of the sheet reaches the bottom of the indicating point on the right side of the gauge; the bottom of the sheet will be held by a small margin, sufficient to enable the operator to turn back and make any necessary corrections accurately, where if the sheet is once free of the auxiliary roll it is very difficult to reinsert the sheet and make corrections exactly.

Suppose the number even with or just below the indicating point on the right side of the gauge is five, and the one even or just above the top of the sheet is 20. The operator now knows that the difference, or fifteen, marks the number of double space lines which can still be written on the sheet.

No. 745

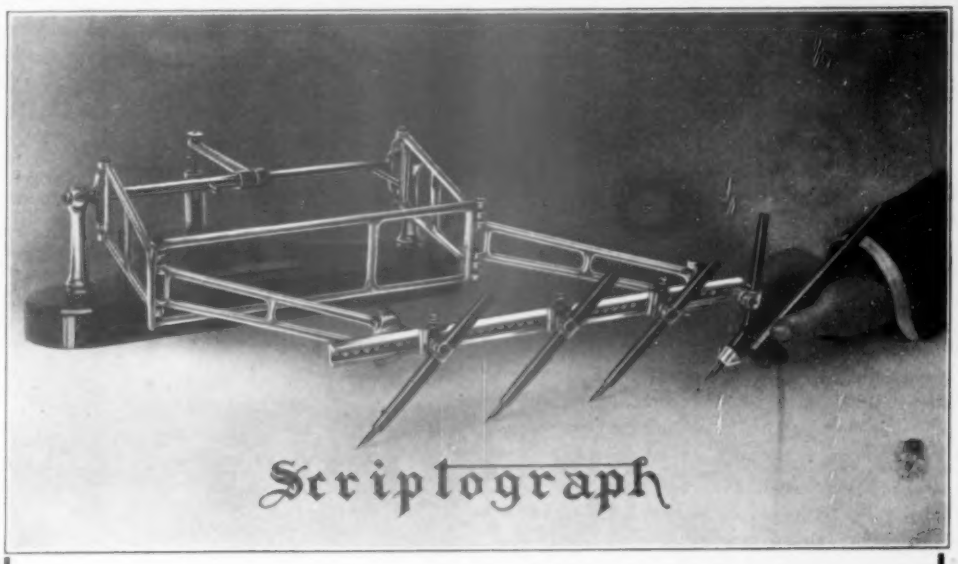


No. 745½

Successful Office Furniture Dealers realize that the satisfied customer is the only customer to have. With this end in mind dealers buy only the best in each line of merchandise. Office chairs that are comfortable, serviceable and that give that desired satisfaction are the only kind to sell.

Have you our new 1914 catalog?

THE B. L. MARBLE CHAIR CO.
BEDFORD, OHIO



Scriptograph Signing Machine

for Pay Cheques, Bank Notes, Coupons and such work.

This machine is manufactured in the United States and Canada and is used in all the large institutions.

AGENTS WANTED. ADDRESS

THE SCRIPTOGRAPH COMPANY, Ltd.
324 Craig Street, West MONTREAL, CANADA

and that twice that number, or thirty, single space lines can be written. In other words the operator can tell instantly at any time just how many lines can be written on the sheet and still leave the desired bottom margin. This enables the operator to leave even bottom margins of any desired length and to avoid crowding the signature of a letter off the sheet, or to avoid dividing a quotation, table, sentence, paragraph or subject. He is consequently enabled to concentrate on his work instead of guessing out his last line location. Numerous tests, it is said, have proved that the average operator is bothered more than he dreams of by the end-of-the-sheet problem. In most cases the last half of the sheet takes longer than the first half. Errors, it is said, are likely to be more numerous in the second half of the sheet than in the first half, and in the last quarter than in the one preceding. Every operator notes that an error in a low last line is difficult to correct properly, especially where carbon sheets are used.

The Instant Line Indicator also acts as a paper holder, keeping the sheet in plain view of the operator all the time.

In condensed billing there are times when there appears to be room for fourteen lines, for instance, when as a matter of fact there may be actual room for only twelve lines. In this case the operator would select a bill with only nine or ten lines and then he would have room for the footings and still have a half inch margin at the bottom of the sheet. In the other case the footings would have to be inserted and then brought forward to the next sheet, and the one or two items inserted and footed again, which means extra time and work.

In brief work, while it is not obligatory but a matter of personal pride and gratification for an attorney to have exact bottom margins and other benefits obtained by the use of the indicator, he fully realizes the indirect benefits resulting from briefs submitted to the bench which cause a feeling of satisfaction and relief as compared to the haphazard work sometimes submitted. This is likewise true of court stenographers' work, patent claims, manuscript, and in fact all copy written on the typewriter.

In preparing estimates by using the indicator, the operator is enabled to classify his subjects, thereby getting the kinds of material or work of a similar nature together.

In making stencils it is essential that the operator should know exactly how many lines he can get on a sheet at all times.

In making newspaper copy, as all copy must be computed to determine the amount of space required, this indicator is very useful.

Information regarding the appointment of agents, etc., for the sale of the Instant Line Indicator will be furnished by Ames & Filstead, 508 South Dearborn street, Chicago.

New Automatic Feed Mailing Machine.

One of the most interesting machines shown at the Chicago Business Show was the Pence Mailing Machine, manufactured by the Pence Mailing Machine Company of Minneapolis, Minn. This machine is a device for sealing letters and affixing stamps. It will also affix stickers on the backs of envelopes. The makers of this machine claim several patented features, such as an automatic feed, whereby only one operator is necessary to run the machine.

The feeding device delivers the envelopes, with the flaps extended, to the moistening roll, where the gummed edges of the flaps are caused to be pulled under pressure over a saturated roll, insuring perfect moisture without surplus water. A reel then takes the letters from the moistening roll, with the flaps still extended, and carries them at a relatively reduced speed to the sealing roll, thus allowing the gum to absorb the water and become sticky before sealing. They then pass through the sealing roll, the packer continuing to hold the letters under pressure until they are dry. The letters will not stick together because there is no surplus water distributed over the flap.

The stamp affixing device is equipped with a positive feed and is so constructed that it will not become clogged up by gum or dirt. The moistening system is positive and uniform, the water being spread on the stamp in such a manner so as to leave no free water when the stamp is affixed to the envelope. After the stamp has been moistened it is rolled upon the envelope before the letter is sealed and is carried around the reel, and is again pressed in the sealing roll. It is said that not one stamp in ten thousand drops off.

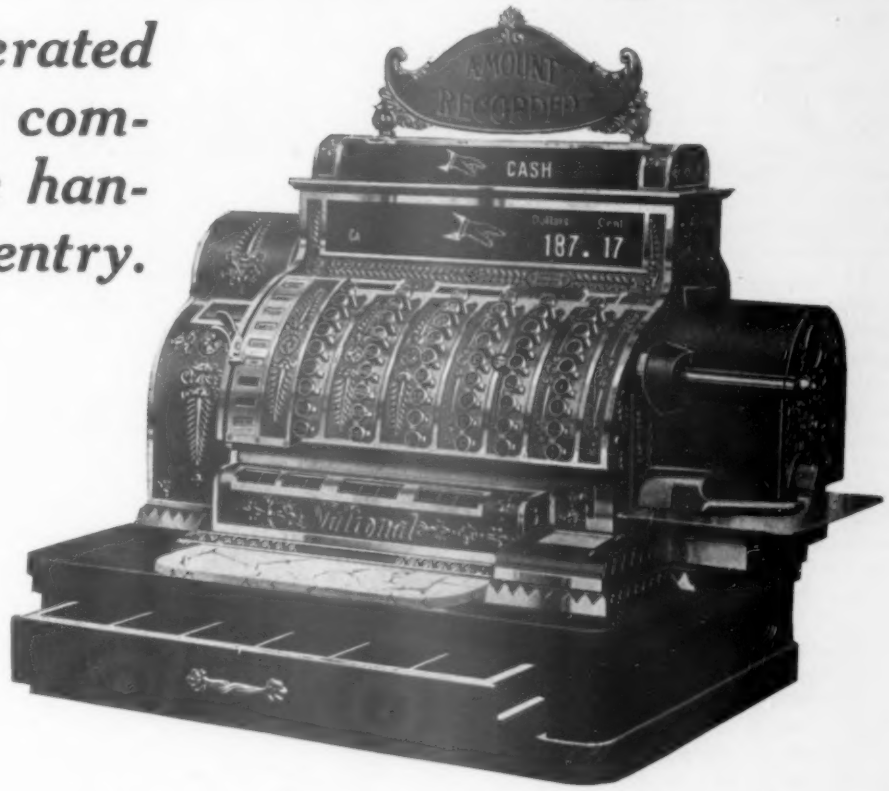
The Pence Mailing Machine Company claims that their machine will seal and stamp six thousand envelopes per hour. It will perform both of these operations simultaneously, or either one of them separately, with only very slight adjustment to the machine, taking less than a second.

S. D. Briggs, general manager of the company, outlines other features of the machine as follows: "The Pence mailing machine will handle envelopes up to three-eighths of an inch thick without adjustment. In addition to placing stamps in any position desired on the envelope it will affix as many stamps upon the envelope as may be desired. Regular postage stamps as furnished by the post office department can be used without paying extra for re-roll-

OPERATOR USING PENCE MAILING MACHINE.

New National Office Register

An electrically operated triple printer which compels accuracy in the handling of the original entry.



This type of register is designed especially for safeguarding office records. It represents the highest development of cash register making. It is a perfect working machine, as carefully made in every detail as the highest-priced watch.

Made in different sizes, at prices from $350 to $615

The register shown here furnishes separate totals of records such as "checks drawn," "goods purchased," "bills paid," etc. It also furnishes a controlling total for proprietor's own use in auditing.

It prints the amount and kind of transaction, with the initial of the clerk who made it, twice on original sales-slip, bill, receipt, check, or voucher, or once on the original and once on a stub or duplicate. It also prints the same record on the detail-record strip.

A register of this kind enforces accuracy and puts you in control of all the details of your business which you have always had to leave to others. It increases profits by decreasing expenses, saving time and work, and stopping mistakes. If you want to make more money, go to the nearest office and have our representative explain how this register will help you do it, or write us today for more information.

The National Cash Register Company, Dayton, Ohio
Offices in all principal cities

ing. Each and every machine is guaranteed to give satisfactory service.

"While the Pence mailing machine is a newcomer in the office appliance field, competent engineers have been working on this device for the last ten years, during which time eight thousand dollars have been expended to bring the machine to its present state of perfection."

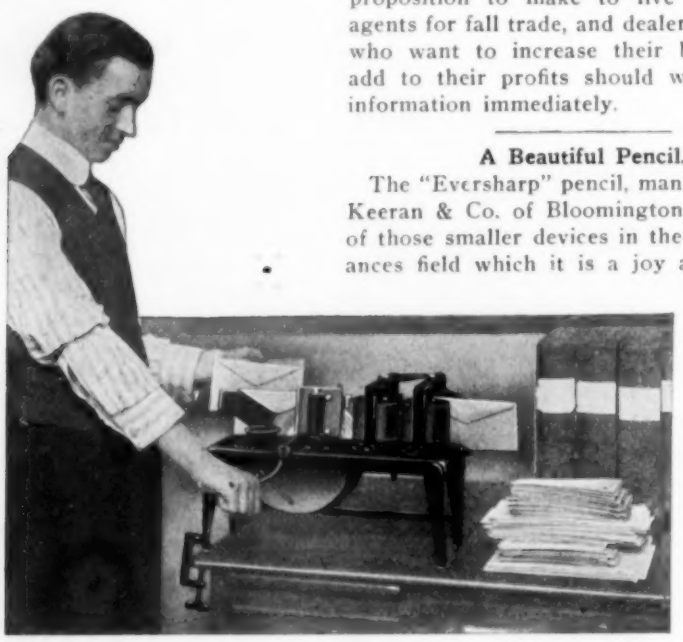
In a recent interview H. E. Pence, president of the Pence Mailing Machine Company, also president of the Pence Automobile Company, said: "In my automobile business I have a list of sixty-five thousand dealers whom I circularize monthly. Two years ago I built ten Pence mailing machines, putting one in use in my own mailing department and selling the other machines to concerns here in Minneapolis who sent out large quantities of mail. My engineers watched these machines in actual use and during that time found that only a few slight changes were necessary. In each instance the machine has given perfect satisfaction, and owing to its exclusive advantages there is no doubt that it will be readily accepted by any concern mailing five thousand or more letters a month."

The Pence mailing machine having been shown for the first time at the Chicago Business Show will also be exhibited at the New York and Boston shows.

The company is well financed, being headed by H. E. Pence of Minneapolis, a well known capitalist of the Northwest. Branches in a few of the leading cities will be opened immediately for the sale of these machines.

New Sealograph Machine.

Years of continuous and satisfactory service have proven the Sealograph to be one of the greatest time and labor saving devices ever installed in an office. The Sealograph undeniably "increases office efficiency and reduces mailing expense." The new Sealograph rapidly, securely and uniformly seals all kinds and sizes of envelopes without any adjustment; insures uniform and secure sealing of every envelope—the last one as perfect as the first. A moistener (comprising a non-rustable metal disc revolving in an enclosed sanitary aluminum water tank) and two sets of spring-pressed sealing rolls, gear driven, do the work.



NEW "SEALOGRAPH" LETTER SEALING MACHINE.

The Sealograph is always ready for use; it has no pads nor wicks, no repairing expense, no chains—all parts are gear driven. It is built for years of continuous hard service. The envelopes are all delivered from the machine, address side upward, ready for stamping and mailing.

The Sealograph has been tried, tested and adopted by concerns in every kind, size, and style of business, and has been approved and is extensively used by various departments in the United States government and states, counties and cities, as well as concerns of international reputation, such as the Standard Oil Company, John Deere Plow Company, Western Electric Company, R. G. Dun & Co., Bell Telephone Company, Victor Talking Machine Company, American Coffee Company, Ford Motor Company and thousands of others. The Sealograph is also good from the dealer's standpoint. "The Sealograph is one of the livest selling propositions we know," writes one agent, "for the machines give such good satisfaction and are well liked every place we put them."

The Sealograph Company, 521 Southwest boulevard, Kansas City, Mo., has a special proposition to make to live dealers and agents for fall trade, and dealers and agents who want to increase their business and add to their profits should write for full information immediately.

A Beautiful Pencil.

The "Eversharp" pencil, manufactured by Keeran & Co. of Bloomington, Ill., is one of those smaller devices in the office appliances field which it is a joy and satisfaction to possess. This pencil is made entirely of metal, and it is said to be built with the precision of a watch. Nevertheless it is strong and sturdy without anything to get out of order. This pencil is said to be different in principle from every other pencil made. It is always sharp and is never sharpened. The magazine holds two feet of extra lead, either black or indelible, enough, it is said, to write a quarter of a million words. The pencil comes filled with the finest compressed drafting lead ready to use.

THE "EVERSHARP" PENCIL.

This lead pencil was exhibited at the Chicago Business Show. An interesting feature of this exhibit was a fifty dollar solid gold pencil. This is one of the finest lead pencils ever made, if not, as the company believes, the very finest one in existence. Incidentally, the "Eversharp" line attracted a great deal of attention at the show. The "Eversharp" pencil can be refilled any number of times with black or indelible lead at small cost, making it highly economical as an office pencil. The company makes many styles of finishes, from solid gold to an inexpensive silver plated pencil.

Those who may be interested in this clever device should write for full particulars to Keeran & Co., Bloomington, Ill.

Important New Duplicating Machine.

A machine which combines the offices of a circular letter reproducing machine and an addressing machine has been produced in Chicago, and is known as the Printotype. This machine is designed to print duplicate letters, inserting name, address and salutation, changing this with each letter, also printing the same name and address on the envelope simultaneously and placing a facsimile signature on the latter, all at one operation. Paper and envelopes are fed automatically to the machine and perfect matching of addresses and letters is certain, because both are printed through the same ribbon. Complete letters are produced at a speed of about twenty-five hundred an hour. Mailing lists are set up in short special type and kept standing, and as each plate carries the proper salutation mistakes cannot occur. These name plates are loaded into the machine while it is running and discharged from the machine after use.

The automatic paper feed is of the underfeed type, which has been demonstrated in other machines to be most effective. Paper and envelopes can also be fed to the machine without stopping the mechanism. Several valuable inventions are embodied in this device, and the machine is said to be free from interference with other patents.

A company has been formed known as the American Printotype Company, with a capital stock of $2,000,000. This stock has been underwritten by the Coleman Underwriting Syndicate and will be subscribed by A. J. Coleman & Co., investment bankers,

Battery Type Letter File

Unette Stand

Wydesteel Stack

Most Business—Least Outlay

Complete, efficient, ready service that wins popularity. Ability to fill every order for general office filing equipment that comes your way.

No need to stock with different lines for different businesses. This means a saving of floor space, selling energy and overhead charge which increases general profits.

These advantages are enjoyed by dealers who have secured the agency for

Allsteel

The "Every Section Alive" Line

An ALLSTEEL agency brings you the most complete and live lines of office furniture in the world. These agencies are exclusive.

They enable you to supply equipment for every business of whatever size, either the one man office or the complex filing system for the biggest organization, to meet and overcome all competition.

This equipment grows with the needs of each business, because every ALLSTEEL unit fits every other unit. This insures repeat orders.

All in stock, ready to ship—no waiting. Demands of the trade followed closely. We don't load you up with unsalable sections.

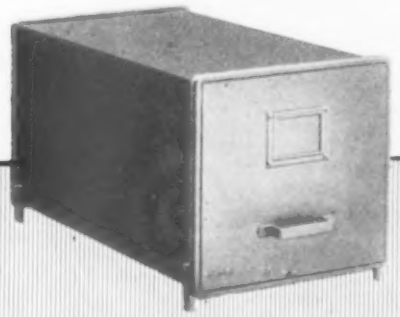
The ALLSTEEL line comprises Sectional Filing Equipment, Allsteel Uprights, Full Section and Half Section Horizontals (Wydesteel and U-Nettes) Office Desks, Office Tables, Allsteel Fireproof Safes, Transfer Cases, Multiple Card Cabinets, Large Office File Equipment.

We still have ALLSTEEL agency openings in profitable sections. Write us about your market. Our proposition is interesting, get our selling plan.

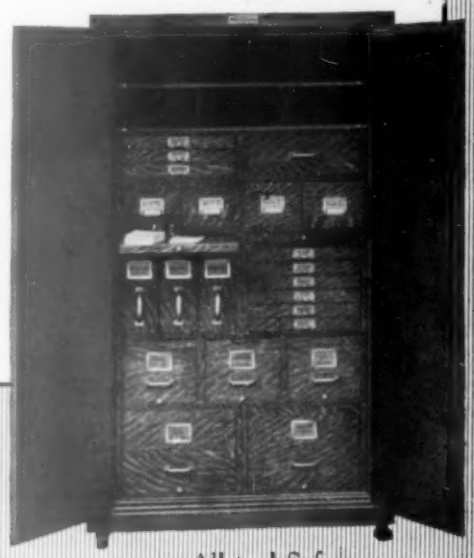
The General Fireproofing Company
3648 Logan Ave. Youngstown, Ohio
Export Office, 396 Broadway

Solid End Letter File

Upright Card Index File



Letter Size Transfer Case



Allsteel Safe

1219 First National Bank Building, Chicago.

The Printotype is the invention of John S. Thompson and Cesare Barbieri. Mr. Thompson is president and general manager of the Thompson Type Machine Company, and is the inventor of a number of important printing machines. He originated the Thompson Type Caster, also the Thompson Static Neutralizer for taking static electricity out of paper. This machine is largely employed by printers, and is used in the government printing offices at Washington. Mr. Thompson is associate editor of the Inland Printer and author of "The History of Composing Machines," and "The Mechanism of the Linotype." He is a leading authority on the printing art. Mr. Barbieri is one of the leading consulting and mechanical engineers in the United States. He has been associated with many large concerns both here and abroad.

Interesting New Pencil Pointer.

The Ballou Pencil Pointer is claimed to be a complete, durable and reliable pencil sharpener. It is not a user up of pencils but a real sharpener and time saver, its makers claim. This device is made by the Ballou Manufacturing Company, 109-111 Leonard street, New York City.

This sharpener is equipped with parallel

BALLOU PENCIL POINTER.

twin spiral cutters producing involute concave points, a new principle which it is claimed greatly lengthens the life of the lead and does away with frequent resharpening.

The Ballou pencil pointer will sharpen pencils of any size and produce points of any length and any size; it will even sharpen crayon and lead points as well as wood enclosed pencils. It produces various shaped points at will by means of the stop which regulates, indicates and limits the cutting action. The machine, it is said, automatically and absolutely prevents more of the pencil being cut away than is necessary to sharpen the point, consequently there is no needless waste of the pencil.

The Ballou pencil pointer is a guaranteed product, and should any of the cutters become dull at any time within three years from the time they leave the factory, the company offers to resharpen them, or furnish a new set provided the dull set is returned prepaid.

The announcement of the Ballou Manufacturing Corporation on another page of this magazine gives further interesting particulars.

A New Meilicke Machine.

The Meilicke Calculator and Shippers' Guide is the name of an interesting new machine manufactured by the Meilicke Calculator Company of Chicago. This machine is designed for the use of shippers. With it the shipper instantly can get des-

A NEW MEILICKE CALCULATOR.

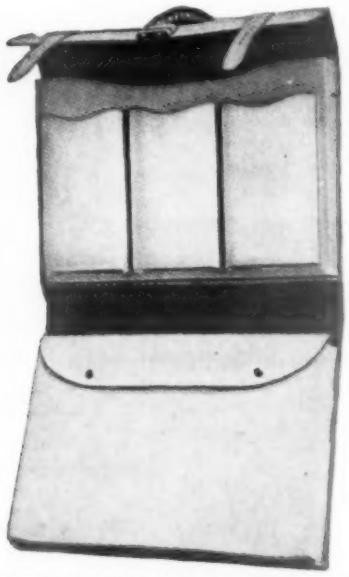
tination, the proper route by which to ship, express rate and scale and parcel post zone. Then, with the weight known, he has in comparative position both express and parcel post charges.

The index cards are made of a linen lined cardboard stock and are prepared so that moisture will not affect them. Any foreign matter can be washed off. The Meilicke Calculator Company has designed its own hinging machine and is in position to furnish this same system in a variety of forms. They call especial attention to a "small accounts" ledger. With the usual methods it is the ordinary rule to supply supplements to take care of the changes that occur. Then it is necessary for an operator to look up his original information and to verify it in the supplement. With the Meilicke calculator system the cards are always kept up-to-date so that the system is as good in a month from today as it is today. Many concerns appreciate this feature. It is a system that has cost the Meilicke Calculator Company hundreds of dollars to produce, but its handiness and special features are appreciated every minute in the day. They have spared no expense in making it the very best they can.

The recent changes in parcel forwarding rates both by express and parcel post provide cheaper transportation. Business men can now take advantage of these changes with no additional expense, for by the use of this new device the proper routing and cheaper way to forward parcels can be ascertained in one-fourth of the time consumed by older methods.

A Useful Portfolio.

The cut shown below illustrates the "Handy Portfolio" manufactured by The Cleveland Leather Goods Company of Cleveland, Ohio. This portfolio is admirably arranged for the use of business and professional men, and the whole is made of such durable material and is so high in quality and appearance as to be ornamental as well as useful and durable. This portfolio is made of the best selected thread, and will stand the severest possible service.



THE HANDY PORTFOLIO—OPEN.

The interior is fitted with large and small pockets affording plenty of space for all the papers and documents one would wish to carry. It is a convenience which will attract traveling men, brokers, lawyers, insurance men and others who carry papers, catalogues, photographs, etc.

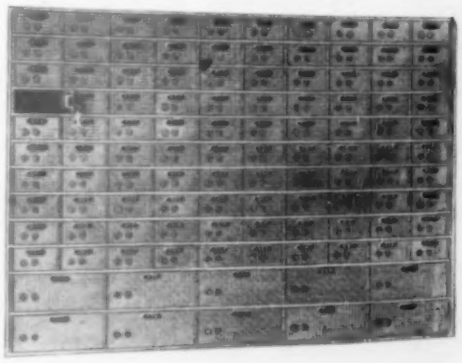
The Cleveland Leather Goods Company will send on request a catalogue giving a complete description of this and other portfolios. Their advertising announcement appears elsewhere in this issue.

INVINCIBLE LEADERS

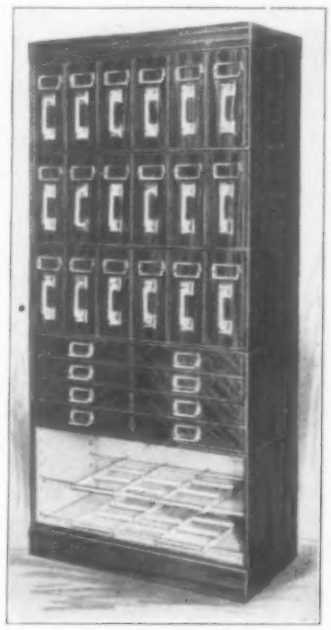
Several years' experience selling to banks and public buildings has proven beyond a doubt that our Metal Cabinets, Trucks, etc., are INVINCIBLE LEADERS in the line of filing equipment. This is accounted for by the fact that the line is extensive, including everything that a steel furniture line should include, and is made of a grade of material which guarantees excellent service and satisfaction.

A Handy Office Convenience

Since starting to market our products thru dealers, we have made arrangements with many who are prominent in the office equipment trade. Dealers who now are agents for us are making substantial returns such as are to accrue to those who handle goods of quality for which there is a persistent demand.



Safe Deposit Boxes Will Pay You Well



Metal Filing Cabinets for ALL Purposes

We Want More Dealers

There is some territory open which offers excellent opportunities for office equipment dealers of the right calibre.

Write us and let us explain our proposition in detail.

INVINCIBLE METAL FURNITURE CO.

Monroe, Wisconsin

NEW FACTORY OF THE DALTON ADDING MACHINE CO. AT EAST NORWOOD, CINCINNATI, O.

NEW HOME OF THE DALTON COMPANY

Well-Known Concern Now Established in Splendid New Plant at East Norwood, Cincinnati, Ohio.

THE Dalton Adding Machine Company has just completed the removal of its entire plant and offices from Poplar Bluff, Mo., to East Norwood, Cincinnati, Ohio. Here a splendid modern factory has been purchased, and such modifications as were necessary to accommodate the big Dalton plant have been completed, and Dalton adding machines are now being turned out in the new home of the company.

So well adapted is this new plant to the uses and purposes of adding machine manufacture that the most critical observer, after an inspection of the plant, could never guess that the building had not been originally constructed especially for the needs of the Dalton Company.

The buildings, of which there are four, are all connected by enclosed passageways, and are located on a tract of ground containing several acres, affording ample opportunity for the company to take care of any future growth in its business from time to time by duplication of the present buildings. The roominess of the company's new site is noteworthy, and the Dalton Adding Machine Company regards this feature as peculiarly fortunate, because the fact that the company is not hampered by the size of its factory site has enabled it to locate all of its different departments on the ground floor—an advantage, the importance of which is well known to those familiar with the requirements of a modern metal working plant where accuracy is the chief consideration. In this way only can the necessary rigid foundations for heavy tool machines be secured, and the proper lighting of every square foot of space is also possible only in a one-story structure.

In its new home the Dalton Adding Machine Company enjoys a largely increased floor space, larger and finer manufacturing equipment, together with the advantage of a more central location in an established manufacturing district. This district, located in a suburb of Cincinnati is most conveniently accessible to one of the principal railroad centers of the United States. This fact makes distribution quick, easy and economical. As a result of these factors largely increased facilities will be enjoyed, and it is expected that the new plant will have a capacity of about one hundred completed adding machines per day.

Layout of the Plant.

Four buildings, each some two hundred feet in length by sixty-five feet in width, comprise the new Dalton plant. These buildings, as heretofore stated, are connected by a central passageway. In the front building are located the general offices, drafting, engineering and assembling departments. The second building contains the stock room, the inspection room, the small part assembling department, the milling, drilling and screw machine departments.

In the third building are found the punch press department, the raw stock room, the tool, die and jig vaults, as well as the tool making department.

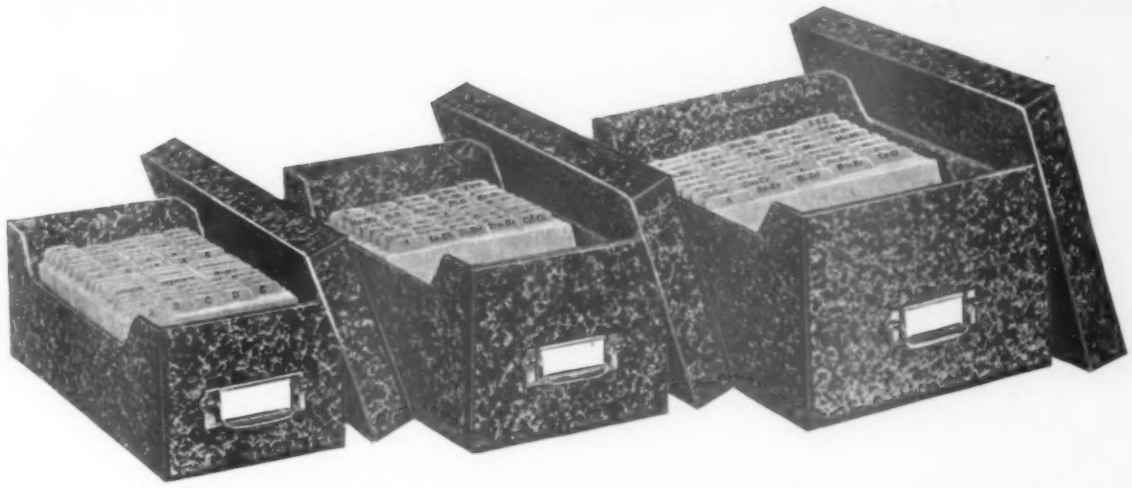
The fourth building contains the nickeling plant, the enameling ovens and the grinding department for handling rough castings. The case hardening, annealing and heat treatment of metals are also taken care of in this building.

A fact which could not fail to impress one familiar with metal working plants is the arrangement of the different departments whereby raw material starts in at one end and proceeds without doubling back in an uninterrupted course through the factory until it comes out at the other end as finished product. The advantage of this arrangement is, of course, apparent, as in this way only can the limit of efficiency in manufacture be obtained and lost motion eliminated.

In this connection it may be stated that a minute and careful account is taken of every element entering into the cost of each part required in the assembling of a Dalton adding machine. The cost accounting department is able to tell in a moment the exact cost of the smallest screw or spring entering into the construction of the machine. Thousands of dollars have been expended in the production of tools that would cheapen by a few cents per thousand the cost of certain parts, and notwithstanding the cost of these tools, they have proven themselves to be a splendid investment.

Although a comparatively young concern, the Dalton Company is now said to be the second largest builder and distributer of adding and listing machines in the world. Machines of its manufacture are encountered upon every hand. They are found

Weis Fibre Board Products



Demand-Filling, Satisfying Files at Moderate Prices

The Card Index Trays shown above are of sturdiest build. Tough, wear resisting tar board, covered and lined with Black Agate Paper, cloth reinforced at corners makes most serviceable card trays. Steel, Self-locking Follow Blocks on round metal rods hold the contents on edge. Covers fit snugly to exclude the dust and flies. Sent equipped with Guide Cards unless you want them empty. Made in 3x5, 4x6 and 5x8 Card Index sizes and 4x9 for checks, notes, etc. Made also in cabinet form in 3x5 size—two drawers, four drawers or six drawers to the cabinet.

Attractive discounts to dealers when ordered in assorted lots.

Letter Files and Transfer Cases

Weis Fibre Board Lines include many other salable products not shown here. Get acquainted with these profit producing sellers through Catalog "F".

As Shipped Knocked Down, Folded Flat

K. D. Transfer Cases in Letter and Legal Cap sizes now made in *Extra Depth* to accommodate all papers in files 25 inches deep or less.

Quickly assembled, strong and rigid when once interlocked. Corners strongly reinforced with Binders Cloth. Always in demand. Include sample in your next Weis order.

The Weis Manufacturing Company

New York Office
75 John St.

162 Union St., Monroe, Mich.

Chicago Display
511-515 S. Wabash Ave.

Sold in Canada by Knechtel Furniture Co., Ltd., Hanover, Ontario

Let's be Thankful for:

The Nation's General Prosperity

Financial conditions throughout the country are fundamentally sound. The past two years will never be referred to as boom years; rather there was a marked conservatism, a period of retrenchment, during which only the barest necessities were purchased by the big corporations, etc.

This period of "watchful waiting", of readjustment has *banked up* a mass of business opportunity which will now be realized upon.

Enormous Farm Crops

for which there is a ready market, will soon bring much money into circulation.

The Passage of the Glass-Owen Currency Bill

and the completion of the broader banking facilities which this bill provides, goes far toward reducing the possibility of financial stringencies.

Favorable Railroad Legislation

—the granting of reasonable rate increases, will bring about greater prosperity for the Transportation Companies, upon whose activity much of our modern commerce depends.

The Opening of the Panama Canal

bringing the Orient a matter of sixty days nearer our most important shipping ports, means much to the Nation's manufacturers of export commodities.

The Opportunities for Increased Foreign Trade

are doubled many fold through the opening of the "Big Ditch" and the War which is involving the whole of the Eastern Hemisphere.

The world looks to America to supply it with those commodities which the less fortunate warring European Nations cannot provide while in the throes of this colossal struggle.

While some branches of our industries will suffer, others will benefit through the misfortunes of our European Brothers.

Prices are necessarily advancing on account of an unprecedented demand. Raw materials in many lines have been raised in price.

The Weis Manufacturing Company has not advanced prices—nor do we want to do so. Continued increases in the cost of materials may *make a readjustment necessary on some of our lines.*

We anticipate a normal Fall business and, therefore, suggest the ordering, at present prices, of the staples for which there is sure to be a good demand throughout the country. *Place your orders now*—even though you may wish to defer shipment until a little later. Our Co-operative Advertising Service directly benefits those dealers who stock our products.

We Have Every Reason To Be Optimistic

The United States was never better fitted to prosper as the result of a Complex World Situation than *NOW*. The conservative business man sees an unparalled opportunity to expand his business on a safe and permanent basis.

THE Weis MANUFACTURING COMPANY

MONROE, MICHIGAN

Everlastingly Serviceable

Weis 421 Line Files are as staple as wheat and in as constant demand. This is true, not because they cost less but because they are built better, operate easier and last longer than others at higher prices. We have specialized in the production of these medium priced files. It takes *Volume* to make them as well as we do at the price we sell them. We get this Volume through persistent, unremitting advertising which reaches those about to enter business and professional offices as well as those now in charge of offices. Our Dealers' Co-operative service sends the sales to you.

Weis No. 421, a solid oak 4 drawer Letter Cabinet is well and favorably known wherever letters are filed. It is a standard by which letter cabinets are judged. It is highly efficient and serviceable, low in first cost and upkeep.

No. 425 Card and Letter Drawers

Assorted Filing Drawers

There are 10 kinds of drawers for filing all kinds of Letters, Cards, Checks, Notes, Vouchers, Cap Size Papers, Blanks, Electros, in fact any business data to be filed. Any arrangement of these files in Letter or Cap Widths may be incorporated in either a Cabinet or a Filing Desk.

Bear this line in mind when you have a call for assorted sizes of filing capacity in a low priced cabinet. Bear the Weis *Filing Desk* in mind where the functions of both a desk and assorted files will enhance their usefulness to your customer. You can offer this line with the full knowledge that your customer will get lasting satisfaction from his purchase. Catalog "F" shows many arrangements of these files—also innumerable other interesting lines.

Weis Filing Desk

The Weis Manufacturing Co. 162 Union St. - Monroe, Michigan

Sold in Canada by Knechtel Furniture Co., Ltd., Hanover, Ont.

New York Office—75 John Street *Address Mail to Factory* **Chicago Display—511-515 S. Wabash Ave.**

Weis

Compact Filing Sections

Weis Compact Filing Sections

Provide assorted, yet concentrated filing space, small, yet complete and expansible. Every available particle of space is utilized so you get maximum of filing space in the minimum of floor and wall space.

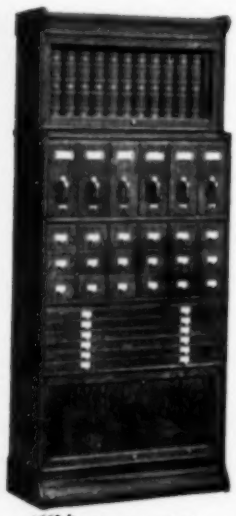
Simple, sturdy in design and workmanship. Beautiful because of handsomely finished Quarter Sawn Oak or Birch Mahogany finished to show the grain to best advantage.

Any of the 28 kinds of sections in this line stack together to provide varied filing capacity to meet everyman's needs.

If you will compare our prices with those of any other "Short" line we think we can induce you to place at least a "make good" order.

Horizontal Filing Units--

Sectional Files which intermember with the Weis Sectional Bookcases



Weis Horizontal Filing Sections

Although Horizontal Sections are less in vogue than formerly, you will find it advisable often to recommend a few filing sections which intermember and harmonize with the book sections in a home or law library.

Considering capacity, design, construction and workmanship along with price you will give your customer better value per dollar expended, in this than in any other similar line.

Over 30 sections to choose from. Varying capacities for standard size papers etc. Handsomely finished Quartered Oak in the popular finishes and Birch Mahogany. You'll take pride in showing the samples.

"1220" Line Filing Cabinets

Quality Plus Economy

Weis No. 1220

The equal of higher priced cabinets. Characterized by minute attention to construction and finishing details.

Five-Ply Veneer beautifully flaked, Quartered Oak Fronts and Tops. Sides and back are artistically panelled Plain Oak.

Makes an instant appeal and the moderate price clinches the sale. Roller bearing supported drawers operate easily under maximum load. We suggest adding a sample to the Weis order you are preparing.

Catalog "F" and Dealers' proposition will prove interesting to you

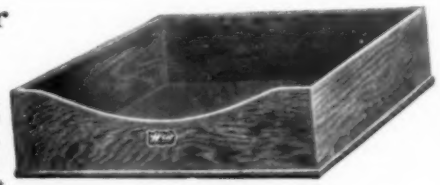
Stationery Cabinets

Make Acceptable Gifts

Dealers who feature these as Gift suggestions report easy sales. These appeal instantly when the suggestion is "Give something of use at the office".

Handsomely figured Quartered Oak finished to harmonize with desk, etc. Lid raises and recedes. A thoroughly acceptable cabinet for either home or office use.

Desk Letter Trays



Are in ever increasing demand. "In" and "Out" Letter trays inaugurated "Hold-Over", "Department Head" and other uses for these handy successors to the unsightly, desk-marring wire baskets. Warp and split-proof Veneer bottoms are cloth covered to prevent marring desk surface. Replenish your stock now.

Weis Swinging Desk Stands

Are just as simple in action as they are in appearance. Nothing to fuss over or get out of order. Friction Set Screw locks stand where it is wanted. Locks or releases instantly. Top 14x 18 inches on strong, black enamel metal frame. Neither collapses nor vibrates.

Come packed K. D. in corrugated boxes for easy reshipment.

Weis Ledger Account Files

Are in constant demand because of their simplicity and sturdiness of construction. Cloth reinforced, tough check indexes are wear-resisting. Statements removed by raising arches. Two sizes in each of two styles—oak or cloth board.

Quantity discounts are attractive.

The Weis Manufacturing Co.

162 Union Street

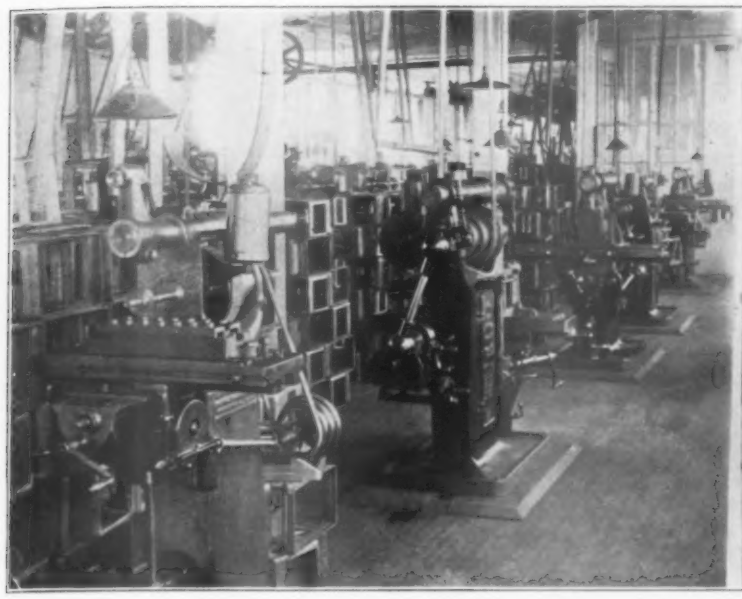
Monroe -:- Michigan

New York Office
75 John Street

Address Mail to Factory

Chicago Display
511-515 S. Wabash Ave

Sold in Canada by Knechtel Furniture Co., Ltd., Hanover, Ont.



IN THE MILLING MACHINE DEPARTMENT.

IN THE AUTOMATIC SCREW MACHINE DEPARTMENT.

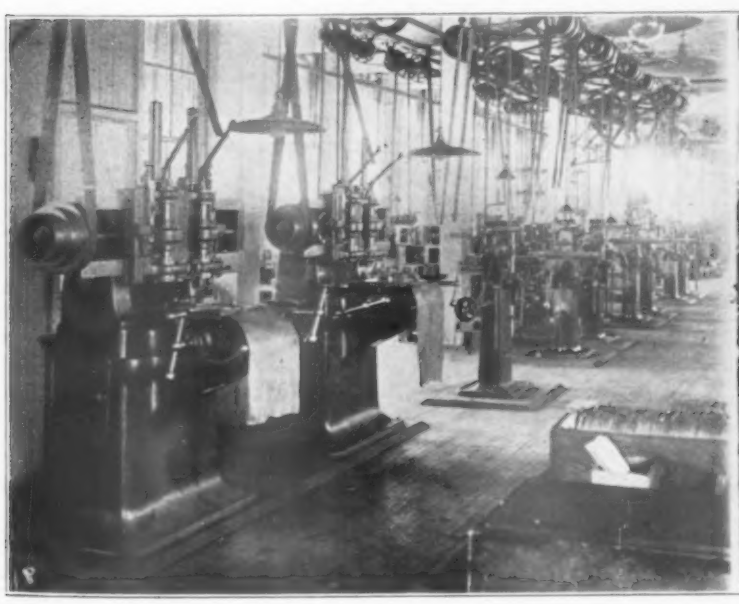
in every portion of the civilized world. In America they are making music to the tune of the nation's commerce in the largest corporations and with discriminating purchasers of adding machine equipment, including the United States Government, every department of which owns and uses Dalton machines.

The transportation of the machinery and effects of the Dalton Company from Missouri crowded to the utmost a large train of large-capacity freight cars. So well was everything planned out, however, that the entire move was made without a hitch, every piece of machinery being placed directly when taken from the car upon the exact spot where it was to stand in the new factory.

A FEW OF THE DALTON PUNCH PRESSES. A CORNER IN ONE OF THE DIE VAULTS.

AN INTERESTING CARD ANNOUNCING STATIONERS' CONVENTION.

Office Appliances acknowledges with thanks the receipt of a card from J. H. Schermerhorn, treasurer of the Jos. Dixon Crucible Company, Jersey City, N. J. This card bears the words "I hope to meet you at" followed by the seal announcing the tenth annual convention of the National Association of Stationers and Manufacturers at Philadelphia. This is followed by Mr. Schermerhorn's signature.



SOME PROFILING MACHINES IN THE DALTON FACTORY.

A CORNER IN THE DRILL PRESS DEPARTMENT.

Underwood
UNDERWOOD
No 5
UNDERWOOD STANDARD TYPEWRITER
No 5

WHEREVER economy and efficiency are considered, there the Underwood typewriter is reducing costs.

Because of simplicity of construction and perfection of mechanism it holds the greatest mechanical award—the Elliott Cresson Medal. In making this award the Franklin Institute of Philadelphia, Pa., said:

"In recognition of the very meritorious inventions embodied in the Underwood Standard Typewriter and of its exceedingly simple and efficient details of construction, forming a writing machine of the most advanced type, with unsurpassed capabilities and excellent make-up throughout, the Institute awards the Elliott Cresson Gold Medal to the Underwood Typewriter Company, for the ingenuity, skill and perfection of workmanship displayed in the Underwood Typewriter."

Were this not sufficient proof of supremacy, the clinching argument could be used that the Underwood, since the first International Contest for Speed, Accuracy and Stability, has won every prize in every class.

It stands in an unrivaled position, backed by public opinion, by the endorsement of business men in every field and by the approval of the best typists in the world. It is

"The Machine You Will Eventually Buy."

HOW I DEVELOPED A STATIONERY BUSINESS

By E. B. Loveland in The American Printer.

EDITOR'S NOTE:—Office Appliances believes that its readers will find much of interest in the following article and desires to extend thanks to the Oswald Publishing Company for its kind permission to reproduce this sketch. The cuts shown herewith were loaned to us by the Oswald Publishing Company, publishers of the American Printer.

On November 2, 1911, I bought out a little printshop on one of the side streets of Mount Vernon, N. Y. It was a poor, run-down-looking place, and the owner was losing money every day. As I had been interested in the advertising business for some time, I decided to take a chance on this plant and see what I could do. It was first necessary that I should know as much as possible about printing. A correspondence course in printing was attempted and I carefully read and studied the trade magazines and any books on the subject I could find. I went right into the shop to study the different styles of type, the operation of the presses, the mixing of ink, and many other things. It was hard work and at times very discouraging, but I always think that no one can fail unless he has made a try; even he who has failed deserves credit for trying.

I finally worked off the debts on the place and before long I purchased another press. From time to time we added new presses and many other improvements, some merely conveniences and others necessities, till a customer of the former owner could hardly have recognized the old plant.

STATIONERY WINDOW DISPLAY OF THE E. B. LOVELAND PRINTING CO., MOUNT VERNON, N. Y.

In the first place we moved the shop back and partitioned off the front for an office, so as to provide a neat looking room in which to talk with customers, also so the men would not be distracted from their work.

Then inquiries came for social note paper, pens, pencils and other articles, so I moved the office back and bought a showcase and filled it with a fair supply of paper and office supplies.

Everything kept on growing so fast that I had to enlarge the place, so we took over the store next to us. This all did well till the following winter, when we were again crowded for space. We had a large building constructed for us just off one of the main streets. It was on the mission style—white stucco and a red tile roof—and one of the neatest buildings in town. I bought all new showcases and put in a big stock of fancy stationery and office supplies. I think that a printing concern with a little stationery store in front is just the thing. If the stationery department is at all successful it means that you can make enough to pay your rent and bookkeeper. It helps you to keep down your printing department expenses and reduce your overhead, which means you can make a bigger and better profit on your printing. I would advise any printer who has a store on the ground floor to put in a small stationery line to start with and increase it gradually. The greatest mistake is to overstock. This you must watch very carefully because if you don't you will find that all your profits will be tied up in stock. If there are any printers that want to start in this way, I will be glad to give them all the advice I can, and help them in every way possible. Stationery is a money maker and a nice, clean business which fits in with printing.

Your printing customers all need office supplies as well as printing, so if you have a small stock they will buy something every time they come in. Besides that, it makes your place look like a store and more businesslike.

U. S. SELLS MOST TYPEWRITERS.

In the last fifteen years the United States has increased her exportation of typewriters eightfold, and is now the largest exporter in the world. The typewriters exported during April this year were worth more than $1,000,000, according to a report of the Bureau of Statistics. The total exportation in April, 1897, was $138,000.

TWO VIEWS OF THE INTERIOR STATIONERY DISPLAY OF THE E. B. LOVELAND PRINTING CO., MOUNT VERNON, N. Y

Sign Perfect Letters

Stenotypists turn in perfect letters—letters that "say" what you said.

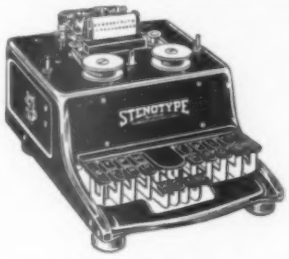
A Word at a Stroke

Stenotypists write words—often whole phrases—at a single stroke. This makes for great speed.

Dictate as fast as you like to operators of

THE STENOTYPE

The Fastest Writing Machine in the World



Weight only 8 lbs.

and get more and better letters per day—a quicker transcription—a more even distribution of work.

Plain Type Notes

Stenotypists record dictation in plain type printed notes—just as readable as your own newspaper, legible to *any other Stenotypist now* or *ten years hence.*

No need to worry if one Stenotypist with dictated but unwritten letters fails to report for work. Any other Stenotypist can transcribe these notes quickly and accurately—without the slightest hesitation.

Higher Efficiency—No Added Cost

Into your office Stenotypists bring, besides a privately owned machine, a higher efficiency—the ability to do more work each day and do it better. All this you get without a cent of added expense, because every Stenotypist owns his machine.

Welch Grape Juice Company say:

> **"The speed and accuracy with which inexperienced Stenotypists record dictation and transcribe their notes is truly remarkable. We have with us a young Stenotypist without any practical experience whatever, and he is one of the best stenographers we have."**

Hundreds of other large concerns, like Harper's Weekly, Ford Motor Company, Carnegie Steel Works and the Marquette Cement Manufacturing Company are employing Stenotypists and finding them more efficient.

Send for booklet today

You ought to know about the machine way in shorthand, because it means more and better letters per day—a more even distribution of work—a quicker transcription of letters—higher efficiency. Send for booklet—"The Machine Way in Shorthand"—now and find out how to increase the efficiency of your stenographic department without a cent of added expense.

The Stenotype Company

INDIANAPOLIS, U. S. A.

Branch Offices: New York, Chicago, Pittsburgh, St. Louis, Waterloo, Cincinnati, Los Angeles, Kansas City, Minneapolis, Seattle, Cleveland, Boston and San Francisco

In Every Progressive Office

there's room for comfort

Particularly in those business rooms where a Lobby or Waiting-room is maintained, will the comfort of these big, roomy "Reliance" models be appreciated.

The popularity of Upholstered furniture in the Office field is now assured. Up-to-the-minute Dealers will do well to investigate.

America's Livest Line

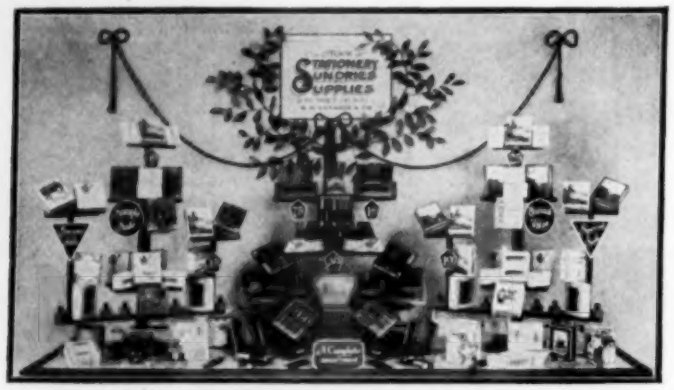
JAMESTOWN LOUNGE CO.

Builders of Comfortable Furniture for The Office

JAMESTOWN—NEW YORK, U. S. A.

EXHIBITS AT WINDOW TRIMMERS' CONVENTION.

From Monday, August 3, to Thursday, August 6, inclusive, the seventeenth annual convention of the International Association of Window Trimmers was held at the Auditorium hotel in Chicago. According to a report in the "Merchants' Record and Show Window" for August, the convention, "from every point of view, outran the expectations of even the most optimistic. In point of attendance, there was a big gain over last year. This gain lay not only in numbers but in the personnel of the attendance. Among those who attended the meeting were representative display men from every part of the country. Among the decorators were to be seen many merchants who thought it worth while to attend this meeting for the ideas they might obtain."



OSCAR ONKEN DISPLAY FIXTURES.

Besides the regular business conducted there were a number of educational features, including talks on various phases of the window-trimmer's art, and a most attractive exposition of the materials and processes used to make the show window a sales-getter.

Among the exhibitors' names are some well known to the readers of Office Appliances.

The Oscar Onken Company, Cincinnati, Ohio, represented by Robert Onken, showed its famous line of display fixtures which have been described from time to time in the pages of this magazine, a group of which is illustrated herewith.

The other illustration with this article shows the booth of the Carter's Ink Company, who made a most interesting exhibit under the direction of the Chicago branch office. William J. Radigan, who had charge of the booth, seemed to be inaccessible during the hours when the exhibit was open and one had to call him from the booth when important business demanded a personal interview during the exhibit. The decorations of the booth, such as the sign at the top, the show-cards on the walls and the pyramidal color schemes on the pilasters, were all made either with Carter's Vel Vet colors or Carter's Air Brush Colors. A number of the exhibitors had their signs made with Vel Vet at the booth of the Carter's Ink Company, which explains why so many of the signs bore, in addition to the personal designation, the legend, "Made With Carter's Vel Vet Show-Card Colors." One of the features of the exhibits was the demonstration of air-brush and other show-card work by J. L. Donahue of Cleveland, an acknowledged master of his profession. One clever advertisement used by the company was the filling of fountain pens gratis to all who made the request at the booth. The success of the exhibit coming at the close of one of the best months in the history of the Chicago branch of the Carter's Ink Company is a double source of gratification.

STATEMENT CAPABLE OF ERRONEOUS CONSTRUCTION.

In a recent copy of Office Appliances in the report of the business show at Prague, Bohemia, the correspondent made a statement that most of the purchasers of dictating machines in Prague do not seem to know how to handle the equipment, and after using it a while they set it aside. This statement, of course, does not apply in any manner to the use of dictating machines in the United States, for it is the usual experience of business men here that anybody who uses a dictating machine will not go back to any other system. That fact has given the dictating machine great prestige. If there are any of our friends abroad who have not received the full measure of service from the machine it is due rather to them than to the machine itself, for it certainly is an absolutely demonstrated economy.

The statement of our Austrian correspondent being capable of slight misinterpretation, Office Appliances takes this opportunity to set any reader right who may have misunderstood the item. Merchants abroad are frequently conservative to the point of backwardness. Their methods, having the stamp of hundreds of years of use, are not readily superseded by newer practices. Then, too, the use of office machines of any kind will at first introduce an element of confusion into the work of one who has been long chained to old and conservative methods.

The dictating machine in the United States and in the most progressive European countries is such a pronounced success that it is almost a staple office equipment, and its usefulness no longer admits of argument.

EXHIBIT OF THE CARTER'S INK CO. AT THE 17TH ANNUAL CONVENTION OF WINDOW TRIMMERS, AUDITORIUM HOTEL, CHICAGO, AUGUST 3-9, INCLUSIVE.

Opportunity Knocks!

Certain trade happenings during the last two months make possible an opportunity for almost all Stationers and The Heinn Company to become more thoroughly and profitably acquainted than ever before.

This is why!

Badger Ring Books, in both three and multiple rings, and in all standard sizes and centers, are proving the biggest sellers of the season.

Further—just recently other manufacturers have increased their prices on sheets while Badger prices remain the same.

This is of added moment because not alone will Heinn sheets cost you less than others—but Heinn sheets are of a better quality than others—testing higher in strength than any on the market.

As to the quality of Heinn Covers—no comment is necessary—we guarantee them faultless and stand back of the guarantee.

But while Badger Ring Books seem to be taking the center of the stage and commanding so much attention—don't forget the other

Badger Loose-Leaf Devices

Badger Ledgers for instance—in many different styles.

1st—**Morehouse Loose-Leaf Ledger**—the Ledger without a Peer.

2nd—**The Badger Beauty Loose-Leaf Ledger**—a beauty in fact as well as in name.

3rd—**The Badger-it Loose-Leaf Ledger**—the Badger-it has made a hit.

4th—**The Badger "Boss" Ledger**—Webster says,—"Boss is Best."

5th—**Badger Kee-Lok Ledger**—"One of the Best among the Best."

6th—**The Badger Progressive Ledger**—"Progressive is Principle—Popular priced."

Another profitable line to carry is the **"Right Kind" Aluminum Sheet Holder**—another **"The Badger Post Binders"**—and still another, **Badger Commercial Albums.**

Our line of albums is selling like wild fire—more Stationers every day are realizing the opportunity that has heretofore been overlooked—by allowing the druggist to get most of the album trade.

And now as a "yours truly"—we want to say this:

Many Stationers have not realized the *size* of *The Heinn Organization*—nor the size of *The Heinn Plant.* Our factory occupies 50,000 square feet of floor space—and it is entirely taken up manufacturing *Heinn* products. And besides this we also have a Canadian Factory in Walkerville, Ontario.

Will you not sign the coupon and mail to us just so that we know our salesman may call and receive your attention for a few moments while he fully explains the entire line and proves our quality-highness and price-lowness?

If you haven't our catalog a note will bring one to you.

P. S. Beginning with September we will issue each month a little House Organ commenting on things as they are in our factories and transmitting news we hear and have sent to us by stationers throughout the country. If perchance you do not receive the September number, please do us the favor to just drop us a note so that we will surely have your name on the list.
H. C.

THE HEINN CO.
MILWAUKEE, WIS.
U. S. A.

WALKERVILLE, ONT., CANADA

Cut Off This Coupon Now and Mail To Us.

Name _____

Address _____

City _____ State _____

(Check here if you wish catalog) ☐ (Here for House Organ) ☐

SHEPPARD EMPLOYES HOLD ANNUAL OUTING.

The Cesco Employes' Mutual Benefit Association, the house organization of the C. E. Sheppard Company of New York City, held its sixth annual outing at Woodlands Lake Park in Westchester County, New York, a beautiful rustic spot twenty-five miles from New York City, on Saturday, August 15.

The event was most interesting. The preliminary announcement sent out to friends of the C. E. Sheppard Company was in true up-to-date style. It was headed "Extra! Extra! Extra! Cesco Army is Mobilizing. Heed this call to enlist." The "call" was sent out by Daniel F. Egan, president of the Cesco Employe's Mutual Benefit Association. The members, after a good old-fashioned breakfast at Woodlands Lake Park, participated in a number of interesting contests, the events and the winners being as follows: Open events: 100 yard dash, prize, fountain pen, J. Gelb, Eagle Printing Ink Company; 50 yard dash (ladies), prize, silk umbrella, Miss Madeline Schnuer, Wanamaker's. Closed events: 50 yard dash (ladies), prize, camera, won by Miss Catharine Murphy; 100 yard dash, prize, watch fob, won by S. Sievenstri; obstable race, prize, box of scarfs, won by Tony Haezda. Bowling contest, prize, scarf pin, won by Charles Stickney. Dancing contest, prize, umbrellas, won by Charles Stickney and Miss S. H. Hanemann. Baseball contest between teams from machine shop and bindery, won by bindery team, nine to two. Umpire, C. H. Everly of the Office Appliance Company. Hon. C. D. Massey was the judge of events.

The prizes mentioned above were presented at the dinner, where speeches were made by C. E. Sheppard, president of the C. E. Sheppard Company, and the officers of the association.

The cuts shown herewith give the reader some idea of the surroundings under which this most enjoyable event was held. The writer has some mighty pleasant recollections of the hospitality of Mr. and Mrs. C. E. Sheppard at the Springfield convention last fall, and the view of the Sheppard automobile containing the Sheppard family is of especial interest to him.

GROUP OF C. E. SHEPPARD CO. PEOPLE AT OUTING.

MR. AND MRS. C. E. SHEPPARD, FAMILY AND FRIENDS IN AUTO.

NEW CONCERN IN PHILADELPHIA.

The Polar Manufacturing Company is a new Philadelphia firm organized for the purpose of manufacturing and perfecting commercial articles of merit. The company now has under construction several quick selling articles, and as they are completed and ready for shipment the trade will be apprised by loose leaf circulars. The company has adopted a standard dealers' form of loose leaf circular, and they plan to furnish later a binder for preserving these circulars. On one side of each sheet is the illustration of the article and on the reverse side its use and advantages are discussed, and the retail price and trade discount are given.

In their most recent campaign they have issued circulars covering the following articles: The Polar Desk Reminder Nos. 1 and 2, in oak and mahogany, being a sightly desk tray for keeping memo cards, calendar, pencils, extra cards, etc.; the Polar Pocket Index Card-case, made of genuine leather, single or double; the Polar Glass Desk Pads, and Polar Cut-glass Paper Weight and Tray. This is useful not only as a paper weight but as a receptacle for cigar ashes, etc. It may be used as a pin tray or a tray for holding paper clips.

The Polar Manufacturing Company, whose address is 1214 Arch street, Philadelphia, offers to pay for practical ideas which can be worked up into labor saving devices.

A SUCCESSFUL SELLING COMPANY.

The success of the Walter H. Furlong Sales Company, 209 South State street, Chicago, in placing on the market throughout the United States, both to jobbing and retail trade, the lines of staple stationery which they control has been phenomenal.

They are about to enter the field of South American trade and are at this time seeking additions of staple lines from progressive manufacturers who appreciate the advantage of placing their goods in the hands of the best dealers throughout the United States and in South America as well, if the goods are adapted to the requirements of that trade.

The Walter H. Furlong Sales Company have exceptional opportunities for quickly placing job lots or remainders in quantities of any staple goods, and are in a position to buy or sell the same.

At the present time they represent Jordan & Co., Chicago, publishers of the Worth While Record Gift Book, and the Black Lithographic Company of New York. These two companies they represent both for the United States and South American trade. In addition to this they represent as Chicago agents the well known blank book lines of S. E. & M. Vernon of New York.

The head of this company, Walter H. Furlong, has been connected with the stationery trade for many years, and associated with him is his son, Russell L. Furlong. Its selling force is composed of progressive young men who are bound to place its flag on the highest mark of commercial success.

The Walter H. Furlong Sales Company desires to increase its battery of salable specialties, and to this end will be pleased to correspond with manufacturers.

GOVERNMENT NOTICE.

The free distribution of Daily Consular and Trade Reports, other than to commercial organizations, newspapers and trade journals, libraries, and colleges, was discontinued on July 1, 1914. The annual subscription rate is $2.50, or $6 for the bound quarterly volumes. Remittances should be sent to the Superintendent of Documents, Government Printing Office, Washington, D. C.

DODGE

DU TRADE MARK RA BUL

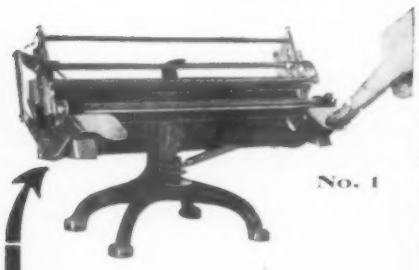
RIBBONS

The ribbons which are recognized as "best"

REPUBLIC-DODGE MFG. CO.

Douglas Street and Third Ave., BROOKLYN, N. Y.

This Machine Made the United States Government Discard All Previous Systems



No. 1

Only after every possible test for durability, simplicity, accuracy, and quick operation was it adopted and previous systems were dispensed with entirely.

THE RELIANCE COPY-LINER SPACER

can increase the efficiency of your stenographic department 30 to 50% in copying from typewritten or printed matter, figures or stenographic notes. Holds any kind of copy at the correct angle for the eye—adjusted instantly to single, double or triple standard spacing, or any special spacing desired. It spaces just one line at a time before the eye with not a possible chance to skip or to lose your place.

The RELIANCE will enable your stenographers to do better and quicker work and will relieve them of strain on the eyes, nerves and energies. **See exhibit and witness demonstration of Reliance Copy-liner Spacers at the Annual Convention of American Association of Public Accountants, Sept. 14th to 17th inclusive, New Willard Hotel, Washington, D. C.**

Made in Three Sizes

No. 1. Standard size up to 9½" paper. Holder for stenographer's notebook. **Price, $5.00**

No. 2. Spaces sheets up to 14½" wide.... **Price, $10.00**

No. 3. Spaces up to 18½" wide, for auditing, lists, pay-rolls, comptrollers, schedules, etc..... **Price, $15.00**

DEALERS AND AGENTS

Agencies now established are paying handsome profits. There are openings for capable, energetic men to act as our agents in territory not yet covered.

Information gladly mailed promptly on receipt of request.

SPECIALTY MANUFACTURING SALES CORPORATION

MANUFACTURERS

NORFOLK - VIRGINIA

No. 2

COOK QUALITY
REG. U.S. PAT. OFF.
CAMBRIDGE, MASS.
C.A. COOK CO.

Cook's Chairs Are Making Good Every Day

The hundreds of dealers throughout the country who are now selling **Cook's Chairs** find themselves occupying a safe position.

The name **Cook** is synonymous with all that is best in chair construction, and our specialties

SPRING BACK TYPEWRITER AND OFFICE CHAIRS

are designed for durability and comfort and to meet the most exacting requirements of your customers.

The dealer that features

COOK'S QUALITY LINE CHAIRS

secures for himself the prestige of the **Cook** name and insures satisfaction to the purchaser.

Backed by the **Cook Quality,** you can push our products locally to your distinct advantage and make satisfied customers.

This benefit cannot fail to revert in a large measure to all other lines carried by you.

Standardize on Cook's Chairs

We claim only what can be proved. A large stock of finished goods always on hand assures your order **Prompt Delivery.**

C. A. COOK COMPANY
Manufacturers
16-28 OSBORN ST CAMBRIDGE, MASS.

STRONG CLAIMS FOR CLEVELAND

Show Promoters Urge Importance of City As Business Center.

INQUIRY for space at the Cleveland Business Efficiency Exposition indicates a lively interest in the first Cleveland show.

This is due to the fact that the Cleveland territory is an unusually good one for the sale of business efficiency equipment and supplies, and to the fact that so live an organization as Cleveland Chapter, American Institute of Banking, is in charge of the exposition.

The Cleveland Field.

Northern Ohio is a manufacturing district whose population is 3,600,000. Surrounding Cleveland within 100 miles are fifty or more lively though smaller cities. The fact that steel can be produced at lower cost in Cleveland than in any other American city has drawn to this locality a large number of industries using steel. These in turn have attracted other manufacturing and store and office businesses. Cleveland is the leading city in the manufacture of steel products, in lake shipping and in the diversity of its industries. The earnings and savings of a people indicate the soundness of their business; Cleveland banks have one-third of the savings deposits of Ohio.

In so sound a business field the sale of business efficiency equipment is large and growing. The fact that Cleveland's manufactured products increased fifty per cent in the ten years ending with the last census shows the business growth of this district and the opportunity to supply that growth with business necessities.

Dealers sell in this territory a large quantity of desks and other office furniture, filing devices, rugs, typewriters, calculating machines, addressing machines, printing machines, blank books, novelties, binders and other devices, supplies and systems.

Graphic Arts and Advertising.

Believing that graphic arts and advertising are an important part of business efficiency, the managers of the exposition have added a department of this nature. They are now asking artists, advertising men, printers, engravers, paper makers and others to exhibit. The replies are encouraging. Cleveland has proven to be an excellent field for the sale of good advertising, art and printing.

The Bankers' Organization.

More than 400 men, actively engaged in banking in Cleveland, are members of the Cleveland Chapter, American Institute of Banking. The organization is designed to afford bank employes a means of increasing their efficiency by acquiring a more comprehensive knowledge of the profession of banking and of business. Linked with this is the object of uniting the members fraternally and socially, originating and circulating literature relating to business, and promoting business interests in other ways. The members have offices and an assembly room in the Rose building, a large downtown structure. Throughout the winter courses of study are conducted and are attended by a large number of men.

Members have been giving entertainments in past years with remarkable financial success, and in so doing have discovered executive ability of a good order among their members. This abilty is now being devoted to making Cleveland's first business efficiency exposition a success.

Unique Sales Plan.

In order to assist exhibitors in making sales, the bankers have originated a plan to bring manufacturers and merchants to the exposition. Through the banks of Cleveland and of all the cities of the northern half of Ohio, business men will be specially invited to attend. It is believed that the influence of the men engaged in banking will bring to the show a large attendance of good prospects—men who are looking for equipment that will save time, money and worry.

Large Exhibition Hall.

The exposition will be held in the Coliseum, November 14 to 21. This is a large hall in the downtown section adjoining Euclid Avenue. Its floor space is 60,500 square feet on one floor. The arrangement of the booths gives long aisles and affords an excellent opportunity for artistic decorative treatment.

Each day during the show there will be a special entertainment to attract visitors.

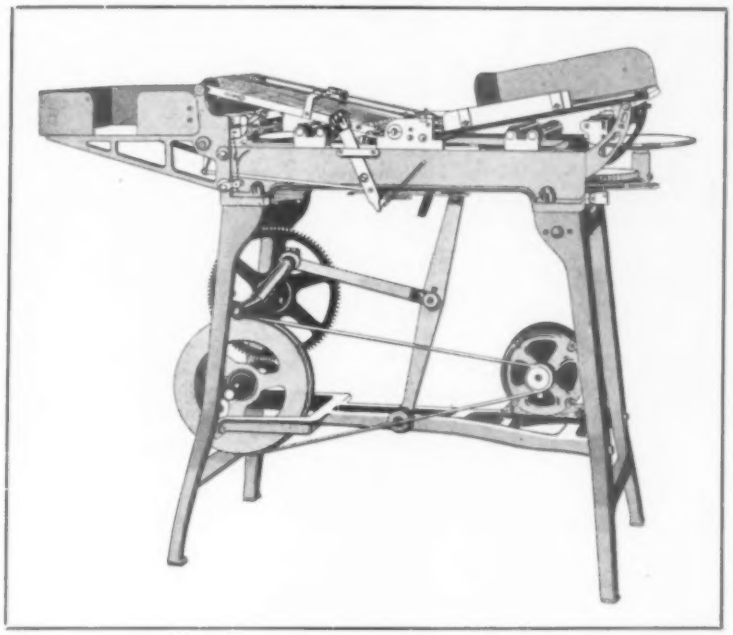
Merchants of the northern Ohio territory have not had opportunity to see an exhibition of business efficiency equipment. For this reason the show is rousing much interest and it is believed the attendance will be very large. Business men will want to see the operation of new devices and systems.

Demonstrate your own strong points; they are more convincing than the weak points of your competitor.

Act today; don't delay; tomorrow is too far away.

The Mahlstedt Multi-Color Press

(An Office Appliance)



REDUCES OFFICE PRINTING EXPENSE BY ONE HALF

Your office boy can operate the MULTICOLOR PRESS, which will enable you to get out your letterheads, form letters, billheads, circulars, folders, labels, etc., on time, at a fraction of the cost you would have to pay your printer. It prints from ordinary type, also from standard zinc etchings, half-tones and electrotypes. It does not require special type or expensive curved plates. A form letter printed on the MULTICOLOR PRESS has the exact appearance of a typewritten letter, and it IS typewritten for the reason that the letter is printed from regular typewriter type thru an inked ribbon. When printing, no "make-ready" is necessary, because the rubber platen takes care of any difference in height between cuts and the type.

Prints in Three Colors

The MULTICOLOR PRESS prints three colors at one operation, thus obviating the necessity of putting the sheets thru more than once when two or three colors are desired. It will print the letterhead in one color, the body of the letter in another color and the signature in a third color. It saves a large amount of time, which is at a premium in every office.

The MULTICOLOR PRESS is saving money for hundreds of satisfied users and it will save money for you. Write us today and we will tell you all about it.

Some territory open for responsible dealers.

Manufactured by

Lisenby Manufacturing Co., Fresno, Calif.

For Sale by

BBOWN-HOWLAND CO., Boston, Mass.

MULTICOLOR SALES CO., Inc., World Bldg., New York City.

THE MULTICOLOR PRESS, McCormick Bldg., Chicago, Ill.

C. L. GIMMEL, Phelan Bldg., San Francisco, Cal.

W. A. COOLEY, I. W. Hellman Bldg., Los. Angeles, Cal.

J. B. WELCH, Journal Bldg. Portland, Ore.

P. O. DONALDSON & CO., Hoge Bldg., Seattle, Wash.

J. F. MacDONALD, South Post St., Spokane, Wash.

DON'T WORRY ABOUT

FIRE

STARTING IN WASTE PAPER, CLOTH, ETC.
USE THE
ALL STEEL
ECONOMY
FIRE PROOF
WASTE BALER

Besides you realize a substantial profit on the waste material.

Let us help solve ALL your waste problems

ECONOMY BALER CO.
Box 31, Ann Arbor, Michigan

Old Man Knowall Died Last Year.

Knowledge is Power

Power for Increased Earnings

Our Text Book on Typewriter Repairing is full of valuable information gleaned from years of experience.

It is also a book of instructions with numbered and lettered diagrams.

Covers all standard makes of machines. Profusely illustrated with cuts of mechanisms.

The only written authority on Typewriter Construction and Repairing.

The Reputation of Thorp & Martin is back of it.

In two volumes—$3.00 per set.

THORP & MARTIN TYPEWRITER CO.
Boston, Mass., U. S. A.

Parts Platens Tools
Supplies

BLIND BOY OPERATES STENOTYPE.

The Stenotype, through one of its operators, recently accomplished a feat which marks an epoch in shorthand writing. And Bert Cutting, a nineteen-year-old blind boy, of Indianapolis, a business college student, probably earned for himself the distinction of being the first and only blind shorthand reporter in the world. He reported a speech delivered by Governor Ralston, of Indiana.

This performance of Cutting's accomplishes even more for the Stenotype than the manufacturers have ever claimed for it. Whether or not the Stenotype will furnish a method of solving the problem of employment for the blind remains to be seen. It is known, however, there are several other blind people learning to operate the Stenotype.

Cutting's feat would have been practically impossible with pencil shorthand. Even

BERT CUTTING, NINETEEN-YEAR-OLD INDIANAPOLIS BLIND BOY, USING STENOTYPE.

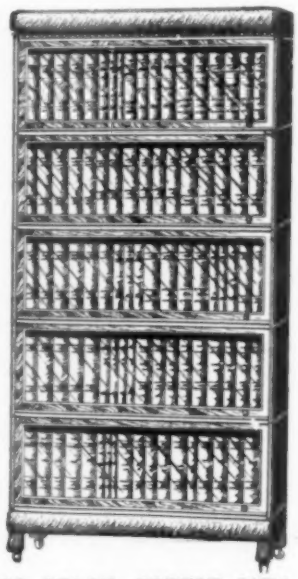
had he been able to make his notes, there would be no one to transcribe them for him.

Cutting writes Stenotypy as easily and as naturally as one who has not been deprived of his sight. Stenotypists, like most typists, operate by touch and since their notes are printed in plain alphabet type and are universal, any Stenotypist can read the notes which Cutting writes, making it unnecessary for him to do this himself.

The plea that this or that man has no time for culture will vanish as soon as we desire culture so much that we begin to examine seriously into our present use of time.—Matthew Arnold.

AN ATTRACTIVE LINE FOR DEALERS.

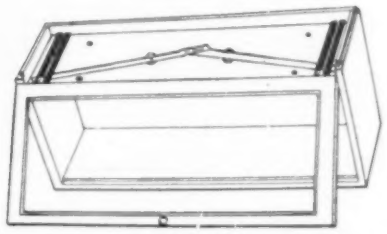
Dealers who are unacquainted with the Forest City Furniture Company's line of book cases should write to this company at Rockford, Ill., and obtain a copy of their most recent catalogue. The prices of these



BOOKCASE STACK, FOREST CITY FURNITURE CO.

goods are as low as possible, consistent with their quality. The company points out that they have a good line for dealers to handle, and that dealers may make their own prices.

The Forest City Furniture Company's line has several features to which they point with satisfaction. One feature is what they call the "Can't make it bind" door equalizer, a cut of which is shown herewith. This equalizer is attached to a shelf which keeps the door from touching the tops of the books, and keeps the sections air-tight and dustproof. The doors are protected from slamming when released by an air cushion.



MECHANISM OF SECTION, FOREST CITY FURNITURE CO. BOOKCASE.

The book cases are made with sanitary bases, castered. These bases are very rigid and give rigidity and strength to the entire case. The equalizer on every door is noiseless and controls and prevents sticking or binding. It is said that the doors will operate perfectly from either end as well as from the center, and can be removed without dismantling the case. Sections are guaranteed not to sag, and can be moved full of books if desired. Sections without doors may be ordered for use as cabinets for letters and bill files.

The Forest City Furniture Company's cases are made in a variety of handsome

styles and combinations, with drawer attachment, desk attachment, plain glass, beveled glass, leaded glass—in fact, to understand the line one must see a copy of the company's catalogue, which contains copious illustrations. One of the cuts shown herewith is a likeness of a five-section book cabinet which customers of the Forest City Furniture Company have found to be very useful.

SALESMAN'S CLUB IN NEW ORLEANS.

The New Orleans (La.) States of August 2 publishes a picture of Walter J. Coquill, a salesman of the New Orleans office of the Underwood Typewriter Company, and a story about his work in organizing the Salesman's Club of New Orleans.

The Salesman's Club aims to demand and earn the respect of every business man in New Orleans, and if successful here the organization may be made nation-wide. About forty of the most prominent salesmen in New Orleans have signed to become charter members, and on October 1 the first meeting will be held to adopt the charter, by-laws, constitution, etc.

Club rooms will be fitted elaborately, and several sites are under consideration.

Mr. Coquill explained the aims of the club and the purposes of the organization. "Salesmen," he said, "are the backbone of business, and should command and demand the respect of every business man. We are not book agents but business men and demand the same courtesies we show others. Only real salesmen will be eligible to membership. It is proposed to limit the list to one hundred, but that matter is to be decided at the first meeting."

SCOTT-COPPAGE CO. IN NEW LOCATION.

The Scott-Coppage Company, whose preliminary announcement was published some months ago in Office Appliances, and who were originally located on upper Broadway, New York City, have moved their office to 80 Maiden Lane, where they are in the center of the busiest district in New York.

L. W. Coppage, who is well known in the office equipment field by reason of his long connection with the loose leaf industry, says that business is very satisfactory and that the company is making excellent progress. The Scott-Coppage Company recently secured an order for a thousand binders from one of the most prominent corporations in New York.

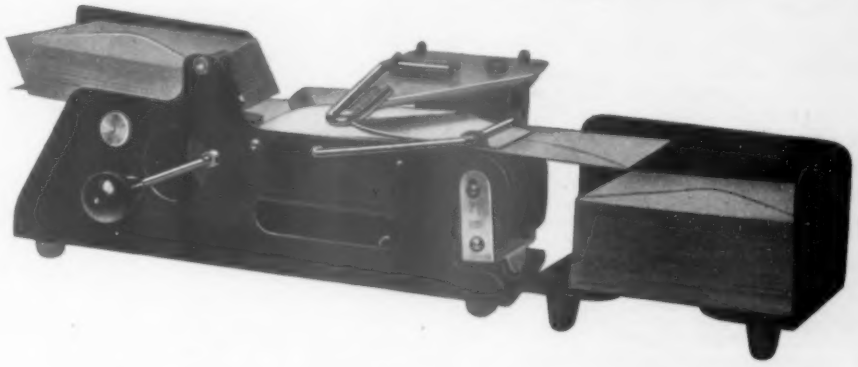
The Scott-Coppage Company are specializing in the higher grade loose leaf and manifold book lines, and are meeting with flattering success. They are now handling practically all of the business of several large accounting firms in New York, and their service is much appreciated.

The Standard ENVELOPE SEALER PRICE $15
(Except West of Rockies and Canada)
(F. O. B. Somerville)

FIVE TIMES AS MANY ARE BEING SOLD as all other makes combined.

Why?

For ALL-AROUND EFFICIENCY SPEED, SIMPLICITY and DURABILITY, the STANDARD ENVELOPE SEALER, at $15, has no superior, and is the equal of power machines selling at ten times the price.



The STANDARD ENVELOPE SEALER at $15

—Has a speed of 150 to 200 per minute
—Is incomparably simple
—Will last a lifetime
—Is absolutely noiseless
—Is 100% efficient

The Standard Sealer receives the envelopes in a stack; automatically feeds, seals and delivers them, moistening only the gummed portion of the flap.

AGENTS If you are in the $3,000 to $5,000 a year class, write for our proposition, giving age and qualifications in first letter.

Standard Envelope Sealer Manufacturing Co.
SOMERVILLE, MASS.

Price $15.00 (F. O. B. Somerville)

AGENTS WANTED

THE MERITS OF
The STANDARD STAMP AFFIXER
MODEL E

Are endorsed by thousands of satisfied users in the U. S., CANADA AND EUROPE, and is used extensively in STATE and CITY DEPARTMENTS, and by such corporations as:

The Standard Oil Co.
The American Snuff Co.
The United Shoe Machinery Co.
Stone & Webster
N. K. Fairbank Co.
Prestolite Co.
Metropolitan L. I. Co.
New England Tel. & Tel. Co.
Waltham Watch Co.
Sulzberger & Co., Etc., Etc.

The Standard Stamp Affixer Co.
SOMERVILLE, MASS.

"K. B." Blanks

Bonds and Stock Certificates

printed on these blanks compel attention, secure orders and insure large profits; for these are steel engraved blanks and are made like a banknote, that is why dealers and investors prefer them; they are not to be confounded with ordinary lithographed blanks. They are printed from steel engraved plates on Crane's bond paper in a large assortment of styles; and each style is carried in stock in six colors. They are the only line of steel engraved blanks on the market. Every stationer and printer should have them.

Samples on request.

Kihn Brothers Bank Note Engravers
99-103 Beekman Street, New York

Indispensable Office Necessities

The Porto Clip File

Made in Letter Size, 11½x10½ inches Covered in Cloth.

Simple, Practical, Substantial, Convenient, Inexpensive, Elegant.

RETAIL PRICE 50 CENTS

The Acco Fastener

A perfect filing device, will hold any amount or kind of papers, fits perfectly flat and takes up no room in the files.

MADE BY

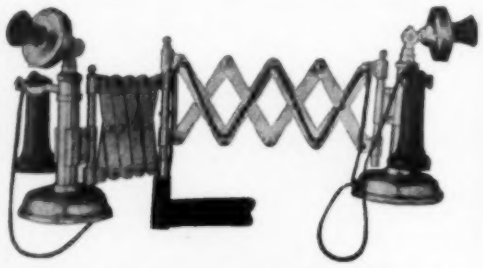
AMERICAN CLIP CO.
NEW YORK, U. S. A.

BURNS' TELEPHONE ARM.

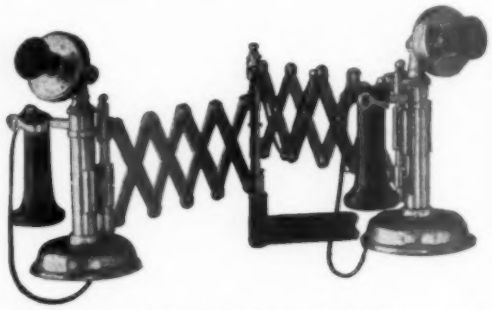
The Burns adjustable telephone arm is one of the several ways in which the American Electric Company of Chicago have tried to serve "The Busy Office Man."

This bracket is a time-saver and we might say a disposition-saver as well. All know the annoying inconvenience of disentangling a desk telephone and its cords from among the correspondence, stationery articles, etc., that are found upon the average business desk.

Having the telephone where it can be easily and conveniently reached when needed and easily and quickly put out of the way when not in service proves a boon. It is where you want it when you want it.



DOUBLE TELEPHONE ARMS, PARTLY EXTENDED.



DOUBLE ARMS, ONE EXTENDED, THE OTHER CONTRACTED.

To conceive such apparatus and make it adaptable to all conditions and requirements was the work of this factory a number of years ago and today they are offering in this adjustable telephone bracket one of the most practical and adaptable articles that can be made for such a purpose.

Made of steel throughout, perfectly adjusted, there is practically nothing about the Burns arm to get out of order. The device is almost indestructible, besides saving the usual expense caused by accidental breaking of telephone mouthpiece, receiver, transmitter, etc.

ADJUSTABLE TELEPHONE ARM IN USE.

Mountings are furnished to fit any style of desk, either on the top or side, with apparatus especially arranged so as not to injure the most expensive furniture, or for mounting on wall, convenient objects, etc. And to allow for the many different styles of telephone instruments in use not only in this country but throughout the world, clamps have been devised for each particular instrument, furnished at no additional charge to the trade. Arms are made double or triple to hold additional instruments when conditions so demand.

This make of telephone bracket has been adopted as a standard office appliance by the United States government, also by railway companies, public institutions, operating telephone companies, large manufacturing concerns, etc., to say nothing of the many thousands in use by the general public. Even the "movies" find them a necessary adjunct to their office scenes.

The Burns Adjustable Telephone Arm is in common use almost everywhere, large shipments going almost daily to European countries, especially the British Isles, to far off Australia, to Philippines and Hawaiian Islands, to remote corners of South America, and to many other places where the average man thinks that the telephone itself has hardly penetrated.

Shorthand Systems in Parliamentary Press Gallery.

John Lanyon, for many years connected with the Central News Agency of London, has recently compiled a new census in regard to the systems of shorthand used in the London Parliamentary Press Gallery, which shows an overwhelming predominance of Isaac Pitman writers. Mr. Lanyon in concluding his article says: "Perhaps never before in the history of Parliamentary reporting has there been such a call for accurate reporting as there is today; and never before have shorthand writers in the Gallery been more capable than they are at the present time." The returns shown from the investigation are as follows:

Isaac Pitman	128
Taylor	4
Gurney	2
Sloan-Duployan	3

NEW DICTAPHONE MANAGER IN PHILADELPHIA.

Julien D. Westervelt has been appointed to take charge of the Dictaphone business in Philadelphia. Mr. Westervelt assumed his new duties immediately upon his appointment, just before the first of September.

Mr. Westervelt has been connected with the Dictaphone people for some time and is well known in the field. For some time he has held the position of supervisor of agencies, in which capacity he traveled all over the country calling on Dictaphone agents.

Something New in Stenographer's Chairs

THE advantages of this new Stenographer's Chair are so self evident it will sell itself if displayed on the floor or in a window.

Patented M & S Chair—Iron, Finest Quality Materials, Best Workmanship, Distinctive Designs and Finest Finish make these chairs equal the standard of the finest tilting swivel office chairs.

Send for Discriptive Folder, Prices and Discounts.

EXCLUSIVELY MANUFACTURED BY
The MARBLE & SHATTUCK CHAIR CO.

EVERSHARP

"THE KING OF LEAD PENCILS"

(PATENTED)

In all the world no pencil like this. No wood to whittle—no paper to peel. Just write—that's all.

Built with the precision of a watch, yet strong and sturdy, without flimsy snaps or springs. **A Mechanical Masterpiece, totally different** in principle from every other pencil made. Always sharp, but never sharpened. Magazine holds two feet of extra lead, either black or indelible, enough to write **One-Quarter Million Words.** Comes filled with finest compressed drafting lead, ready to use. Bookkeepers, stenographers, salesmen, etc., find it indispensable. **Don't make a mistake.** Many pencils look like ours, but they have big, clumsy leads and are useless for fine work. There is only one genuine

EVERSHARP

Do not use a flint lock in this day of rapid fire methods. Hundreds who saw our exhibit at the Chicago Business Show have learned why the **EVERSHARP** is indispensable to every business man or woman. If you did not see it at the show drop us a postal for information.

Dealers—Stationers $600.00 worth of these pencils were sold in one retail store.

KEERAN & COMPANY, Dept. B, BLOOMINGTON, ILL.
INCORPORATED

An Attractive Display

of Fountain Ink Wells in your window and in your show-case will turn the dollars your way.

The Fountain Ink Well is substantially constructed of glass and is an attractive ornament for any desk. Only enough ink for a dip of the pen is exposed at one time. This prevents the evaporation of ink and the accumulation of dust. *The ink is fresh and clean always where the Fountain Ink Well is used.*

Stationers are realizing good profits on this attractive office convenience. Wherever it has been introduced it has met with ready response.

Write us today for complete information

STOUGHTON NOVELTY COMPANY
STOUGHTON, WISCONSIN

The Whole Story in a Picture

Back is not raised and lowered on support, as with the ordinary Stenographer's Chair; necessitating an unsightly screw here, liable to tear clothing and mar desks, as well as permitting support to protrude above back—

Distinctive Designs
First Quality Materials
Best Workmanship
Finest Finish

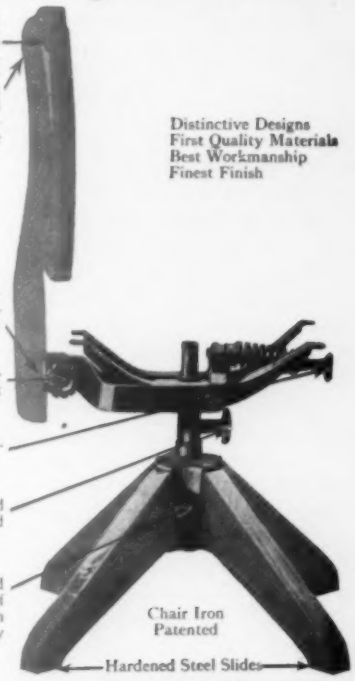
But is fastened permanently to support, and raising and lowering done here

The height and tilt is regulated by this adjustment screw, with one motion.

The tilting tension is adjusted by this wheel

The seat is raised and lowered by this Hand Wheel

As sleeve moves up and down on shaft instead of shaft moving up and down in base iron, perfect rigidity and safety is assured.



Chair Iron Patented

Hardened Steel Slides

The MARBLE & SHATTUCK CHAIR CO.
Cleveland, Ohio

CHICAGO OFFICE: 600 So. Michigan Ave., H. G. HUNN, Rep
NEW YORK OFFICE: 815 Marbridge Bldg. A. B. HUNN, Rep.

ACME STAPLE CO., LTD., IN NEW QUARTERS.

The Acme Staple Company, Ltd., of Camden, N. J., chartered twenty years ago and for eighteen years actively engaged in the manufacture of wire staple binding machines for printers, stationers and textile manufacturers, are about to move from their old quarters to a new plant on Haddon avenue, Camden, in a new modern factory district. Five years ago the company leased its present location on Ninth street, Camden, and this plant has been outgrown completely. Some time ago the company took up the consideration of enlarged facilities for the fifth time, and after mature reflection decided to build a plant of their own. The lot purchased for the new plant is 130 by 210 feet. Plans have been drawn for a building 52 by 120 feet, with provision for further enlargement of the initial structure. The new building is of two stories and basement, with about twenty-five thousand square feet of floor space, and will be ready for occupancy by October 1.

NEW PLANT OF ACME STAPLE CO., LTD.

The building has been especially designed to meet the requirements of the company. The great accuracy with which much of their work must be done makes it necessary to have the most solid foundation in order to eliminate as much vibration as possible. A special foundation of concrete has been laid to support twenty-eight inch walls and to ensure absolute uniformity of production. The entire building is of strictly fireproof construction and is modern in every department. Electric power will be utilized throughout the plant and each department will be controlled as a separate unit. The only steam in the building will be a low pressure heating system.

The floors are of concrete with three inch flooring planks as a first covering, and a covering of maple planking for the finishing surface will be laid upon that. Fourteen foot ceilings allow perfect ventilation and permit of the use of the sunlight system of lighting. Windows on all sides of the building, eight by thirteen feet each, afford ninety per cent natural light.

The exterior of the factory presents a very handsome appearance. The red brick finish with specially designed white terra cotta trimmings makes the building very attractive.

Handsome shade trees line the front of the property and, indeed, a more attractive general arrangement would be hard to find.

The main building is flanked by a tower on either side. One tower is occupied by the elevator and the other by an employes' entrance to factory, and stairway for fire protection. The basement will be occupied by the japanning room, heating system, storeroom, etc. The first floor will contain the machine shop and office, and the second floor will house the staple making department. Large dressing rooms are provided for both male and female employes, and every facility is afforded for their comfort.

Every modern device to promote convenience and efficiency is being installed. The offices will occupy the front of the first floor of the building and will be modern and commodious, with all conveniences.

The Pennsylvania railroad runs by the rear of the property and a spur switch is being installed for shipping purposes. As this part of the Pennsylvania system carries passengers for the many shore resorts, such as Atlantic City, Asbury Park, etc., an enormous sign on the building announcing that this is the home of the Acme Staple Company, will give its message to thousands of potential customers every day.

The officers of the company are making every effort to get the factory equipment installed in the new building as soon as possible.

Much of the work done by the company is in constructing special machines, and for this work the old quarters have become too cramped to render real Acme service. The new building on the other hand will afford every facility for caring for special work promptly and efficiently. Many new ideas are in process of development that will be of benefit to the trade generally, and the needs of customers in all fields will be better attended to than ever as soon as the removal of the factory is completed.

J. H. Bernheiser, vice-president and general manager of the company, has been with the organization since its inception, and much of the success of the company must be attributed to his wise and careful direction. The esteem in which he is held by all in the field is evidence of the splendid results that come through doing business in the right way.

J. G. Macky, president of the company, is another vital factor in the development of this concern. Mr. Macky spends a large part of his time with the company in addition to looking after other interests, and to his conservative and well-balanced judgment many of the problems arising in the development of the company's business owe their successful solution.

As a whole, the Acme Staple Company is an organization which has won the merited respect and esteem of thousands of customers, and has justified every step of its progress. By reason of the stability of its products, the resourcefulness of those in charge, and constant adherence to the square deal policy, the company is justly entitled to the position it occupies.

SAN FRANCISCO STATIONERS' ASSOCIATION ACTIVE.

Movement is on foot here for increasing the scope of the San Francisco Association of Stationers to take in the entire Pacific Coast. The local organization is on better footing now than it has ever been. Regular meetings are held with full attendance and much interest is shown in the proceedings. In the past year, the co-operation of the local stationers through the medium of the association, has bettered conditions here to a noticeable extent by eliminating certain evils formerly a menace to the trade, and as the interests of the stationers in the northwest and south are allied very closely with the local trade, it is believed that the organization of a single association for the whole coast would benefit all sections. The northwest is already quite firmly organized, and various attempts have been made to get an active organization started in Los Angeles. Clyde Dalton of Sanborn, Vail & Co., plans a trip south shortly, with the hope of stimulating interest in that section.

WILL ERECT NEW BUILDING.

The Bank Pass Book Company of Huntingdon, Pa., is reported to have begun the erection of a two-story brick building, fifty by fifty feet, adjoining their present plant. This addition has been made necessary by the increasing demand for the company's goods.

THE FAULTLESS LINE

OF LOOSE LEAF DEVICES

"Sells to the Trade Only"

EVER SINCE the inception of this business the slogan above shown has been printed on all of our stationery, catalogs and advertising.

BUT IT is more than a slogan—it is a promise—yes, it is even more than a promise—it is a fulfillment, for we have never violated the letter or spirit of it.

OUR THEORY has always been that Loose Leaf is just as much a part of the stationers business as blank books, and as a consequence our distribution has always been through the regular trade channels.

IN THESE days, when there is much agitation among the retail trade about the manufacturers selling the consumer direct, we take a natural pride in our record. It is gratifying to think that without request we have worked so fully along the lines recommended by the various stationers' associations throughout the country.

WE BELIEVE it will be to your advantage to take up the sale of the line that does not compete with you. We believe it would be to your advantage to avail yourself of our co-operation to-day—at once.

IF YOU are of the same opinion ask us for our catalogs—and proposition.

"Sells to the Trade Only"

STATIONERS LOOSE LEAF CO.

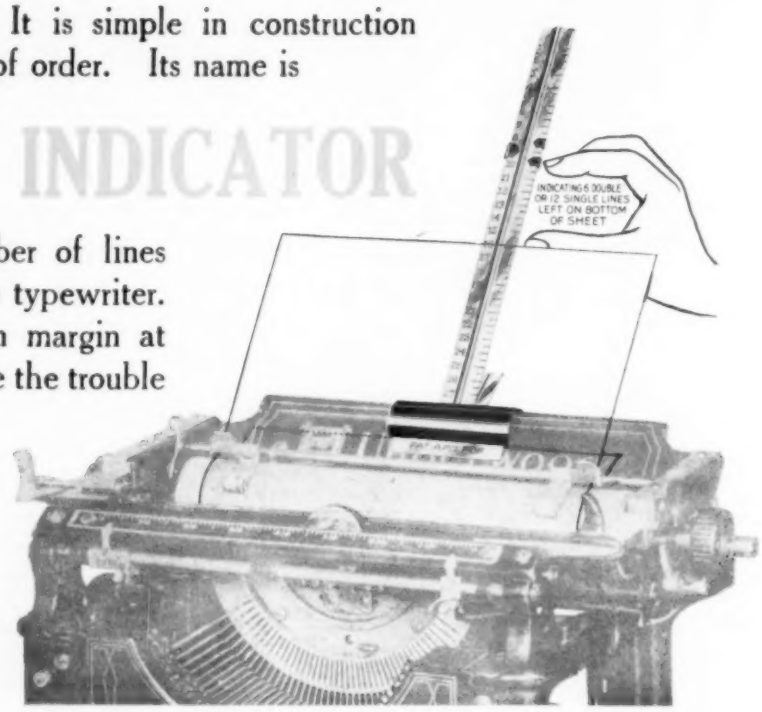
"SELLS TO THE TRADE ONLY"

346 Broadway, MILWAUKEE, WIS. 203 Broadway, NEW YORK CITY

The Newest Typewriter Specialty

is one which can be readily sold. It is simple in construction and application and cannot get out of order. Its name is

INSTANT LINE INDICATOR



This device shows the exact number of lines remaining on a sheet of paper in the typewriter. It enables the typist to keep an even margin at the bottom of the sheet and eliminate the trouble often caused by writing too far down the page. It is of special value to those doing court reporting and on any kind of manuscript; also general correspondence and billing.

Business men require neat correspondence. The stenographer who uses the **Instant Line Indicator** can gauge her work so as to produce attractive appearing letters—the kind that get the business.

DEALERS—AGENTS—TYPEWRITER MEN

Altho it is inexpensive, this device sells at a figure which allows a good profit. It is the best device for its purpose ever produced and you will find it a rapid seller. Write for our proposition **now.**

You Need The "AMFIL" Catalog

It is a loose leaf book of 100 pages and by far the best typewriter parts catalog ever published. Each late model part is illustrated and the number, name and the price of each part are shown. All information contained in the catalog is so arranged as to be of the most practical benefit to the dealer.

This catalog is free to our customers. For prospective customers (dealers only) we have a special proposition. It includes a nominal charge to be refunded after a small purchase.

We sell to the trade only.

THE AMES & FILSTEAD COMPANY

CHICAGO: 508 S. Dearborn Street
NEW YORK: 82 Duane Street
SAN FRANCISCO: 58 2nd Street
DENVER: 1626 Champa Street

SIXTEEN-YEAR-OLD PITTSBURGH GIRL ATTAINS HIGH SPEED ON OLIVER TYPEWRITER.

The large picture shows the 1914 graduating class of the Pittsburgh Academy; the other is a likeness of Miss Edith Nice, sixteen years of age, who this year captured a handsome trophy as the speediest typewriter operator in the school.

Miss Nice, under the regular contest rules, wrote seventy-nine words net per minute, and had only operated the Oliver typewriter for two weeks prior to the contest. She has since increased her speed to ninety-nine words net per minute.

Not only is it true that Miss Nice finds the Oliver to be a speedy and easy machine to operate, but many other students are loud in their praises of the Oliver typewriter.

All of the graduates of the Pittsburgh Academy for the term ending June 30, 1914, have been placed in excellent positions.

Another large school in Pittsburgh advises that it has had a very large number of calls for Oliver operators since January 1 of this year.

The Pittsburgh Academy is one of the oldest, best organized and most thoroughly efficient schools in the country. It was established in 1882, and more than seven thousand young men and women have been educated in the Academy since 1896. The aim of the school is to give an opportunity to prepare for college or for business thoroughly, and the splendid accomplishment of Miss Nice is a credit not only to her but to the instructors, and incidentally some honor may be due to the Oliver typewriter, which is more generally used in the Pittsburgh Academy now than any other make.

The annual enrollment of the Pittsburgh Academy has been more than five hundred students, with a faculty of more than twenty instructors. There is no school in this section of the country which has a better reputation for high standard and it numbers among its Alumni some of the most prominent professional and business men not only in this locality but in all parts of the United States.

Oliver "Awards of Merit and Efficiency" are presented to those students who acquire a speed of forty words per minute, under the regular contest rules, as rapidly as they reach this speed or over. During the school term closing June 30, many were proud recipients of this handsome Oliver diploma, and undoubtedly during the next term, even a greater number of students will strive hard for these Oliver honors.

MISS EDITH NICE.
Sixteen-Year-Old Oliver Speed Operator in Pittsburgh.

GRADUATINC CLASS, 1914, PITTSBURGH ACADEMY.

WILL HANDLE MAHLSTEDT PRESS.

The Multicolor Sales Company, Inc., has taken the agency in New York for the Mahlstedt Color Press, more familiarly known as the Multicolor Press, manufactured by the Lisenby Manufacturing Company of Fresno, Cal.

The new sales company has opened headquarters at 298 Broadway, occupying the entire fourth floor of that building.

The Broadway front of the new office is devoted to general offices, display room and salesmen's headquarters. The rear section has been divided into a room for school of instruction, storage for stock machines and a repair and shipping department. A branch will be maintained at Albany.

The present selling staff will be increased to twelve men. W. F. Anderson, who holds a record for business in the duplicating machine field, has joined the selling force of the new company.

The president of the Multicolor Sales Company, Inc., is E. B. Scott, who was until recently with the Review of Reviews. The vice-president and general manager is Mr. Booth, who has for some time been the direct representative of the Lisenby Company in New York City. Associated with Mr. Scott in the enterprise is a man connected with one of the New York banks.

The Mahlstedt Press is not only a duplicating machine, but through the variety of work which it does is a miniature print shop. The press handles all sorts of small printing in one, two or three colors.

K. C. Chaney, general sales manager of the Lisenby Manufacturing Company, handled the transaction for the manufacturer. On account of the illness of Mr. Scott the selection and equipment of the office of the new company was left to Mr. Chaney. Mr. Chaney will make his headquarters with the new sales company when he is in New York.

NEW CHICAGO OFFICE OF MULTICOLOR PRESS.

The Multicolor Sales Company, of Chicago, was organized on September 1 to handle the Mahlsted Multicolor Press manufactured by the Lisenby Manufacturing Company, of Fresno, Cal. E. G. Ryan heads the new company, whose territory includes Chicago and a radius of about 100 miles around the city. The new concern already has employed six salesmen.

There is a high cost of loafing as well as a high cost of living.

The Season's Best Seller

Dealers who want an article that sells on its own merits should stock up now with the

TRADE DAY-KNO MARK DAIGNEAU

MEMORY JOGGER

(Patented July 22, 1913)

the *practical and complete desk memorandum.*

Lower tray holds blank 3" x 5" slips ready to write on; the upper is a vertical file for the slips after memoranda have been made on them. Index cards suggest one of the many uses of the device.

The Day-Kno Memory Jogger combines the writing pad, calendar and file. Saves desk space, time and eliminates mistakes. Beautifully designed and of fine workmanship. Made of figured mahogany or quartered oak in dull rub finish. Calendar cards fit neatly into slot. Actual size of device 5¼" wide, 6¼" long and 3" high. Sells at all seasons. Do not fail to feature these for the Christmas and New Year trade.

Send for sample on approval at trade prices.
Retail prices, complete with weekly guides:

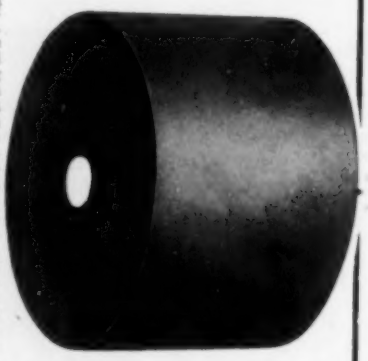
Mahogany.....$2.25
Quartered Oak.....$2.00

Mr. Executive—Your dealer has these in stock or will get them for you. If not, we will send prepaid anywhere in the United States.

Made only by

DAIGNEAU & COMPANY
Dept. A Salem, Mass.

The Perfect Plugless Roll



For adding machines of all makes. We have succeeded in doing away with the wooden core and its objectionable features. The Plugless Roll is guaranteed to contain 250 lineal feet. The stock is white wove, hard, sized, writing, 18 pound folio, free from lint or dust.

If you prefer the 2 5-16 inch rolls with wooden cores, we will furnish them at the same price as the plugless.

Write us today for samples and terms.

GEORGE IRISH PAPER COMPANY
Manufacturers 21 River St., Buffalo, N. Y.

HUNGARY

Glück M. Ödön
Budapest, VI.
Liszt Ferencz-tér 18.
is always open for novelties as Dealer or Agent.

LAVETTE, DESIGNER AND BUSINESS MAN.

Harry C. Lavette, who makes Lavette's Patent Photo Mailing Envelopes, which are known all over the United States, is something of a sketch artist and designer. We present herewith a reproduction of an advertising cut which Mr. Lavette himself sketched free hand.

The Lavette Photo Mailing Envelopes are made of fine sixty-pound Manila paper, reinforced by two separate pieces of pulp board, one on each side. The small cut in the lower right hand corner of the design represents the envelope open, with the photograph laid in.

Mr. Lavette has been in the photo mailing envelope business for many years. As a young man he was in the government service in the West and Southwest, and had many exciting experiences. He is the patentee and sole manufacturer of these well known envelopes and has an office and factory at 224 South Jefferson street, Chicago.

DESIGN DRAWN BY HARRY LAVETTE FOR HIS PHOTO ENVELOPES.

SOUTHERN DEALER ATTENDS BIG CONVENTION.

E. T. Chambers, proprietor of the Chambers Office Supply Company, Jackson, Miss., recently attended the Salesmen's and Dealers' Convention of the Shaw-Walker Company at Muskegon, Mich. On his way home, Mr. Chambers paid a call at the office of this magazine, during which he commented interestingly upon the situation in the South. He said that as an immediate result of the outbreak of the European war and the closing of the cotton exchanges, the price of cotton had dropped sharply, being about fifteen dollars a bale less than it would have been otherwise. He believed at that time that the size of the cotton crop, however, being greater than usual would tend to offset the disadvantage in price, and that the plantation owners would in the end reap a satisfactory result from their cotton crops. This view seems to have been justified by events in the last two weeks, for it has been shown that the war need not necessarily destroy the demand for cotton in the large textile manufacturing districts of England, the ocean being free for commerce which is not contraband of war. While, of course, the British textile industry will not be busy, the mills will probably not shut down and will, as a matter of fact, be likely to take a great deal of raw cotton. Whatever loss comes as a result of the war will be principally from the Continental countries which are directly at war and whose industries are paralyzed. That will be offset in part, of course, by the increased production of American mills which will endeavor to supply markets which heretofore have been controlled by European industry.

Mr. Chambers has the exclusive agency for the L. C. Smith & Bros. typewriter and is also the agent for a large number of office equipment devices, including Shaw-Walker systems and filing devices, fire and burglar proof safes, loose leaf devices and general office stationery, school supplies, etc.

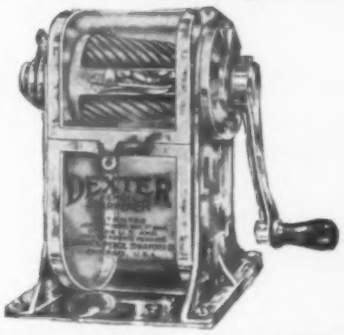
GOVERNMENT AWARDS INCLUDE ALL DALTON MODELS.

The Dalton Adding Machine Company of East Norwood, Cincinnati, Ohio, received awards recently from the General Supply Committee at Washington, D. C., for all of its thirty-four models of machines. This award gives the Dalton people the right to compete with each one of its models when any of the various government departments shall be in need of adding machine equipment. It is, perhaps, unusual in government awards to include all of the models of any company, as was done in the case of the Dalton.

BUY INTELLIGENTLY

Investigate Mechanical Construction

DEXTER
Pencil Sharpener



Retail - $3.50
(Clamp Included)

Full Nickel-Plated Model

Highest grade hand feed pencil sharpener made or possible to make.

WIZARD
Pencil Sharpener

Retail - $3.00
(Clamp Included)

Heavy steel frame construction makes it a very attractive low priced pencil sharpener.

JUNIOR
Pencil Sharpener

Retail - $2.50
(Clamp Included)

Wonderful value at a very small price.

All Sharpeners Twin Milling Cutter Type
No Broken Leads

Sharpen every pencil made.

Cutters can be resharpened and again used indefinitely.

Provided with a practical point adjustor—no makeshift—permits choice of points from blunt to fine.

Guaranteed for Life

Look for and demand both price and quality. Here it is.

AUTOMATIC PENCIL SHARPENER COMPANY

630 Atlas Block, CHICAGO

A Live Maker

—of—

Staple Stationery

Selling in volume, can get to the

Market Quick

Jobs and remainders bought and sold.

Do we interest you?

Write now.

Walter H. Furlong Sales Co.

For United States and South American Trade

Jordan & Co., Publishers, Chicago.
Black Lithographic Co., New York.
S. E. & M. Vernon Blank Books, New York.
(Chicago Trade)

209 So. State Street, Chicago, U. S. A.

Ten Times Quicker Than Old Card System

Reference is instantaneous.

RAND VISIBLE CARD INDEX

SAVES ITS COST IN ONE MONTH

Reference is instantaneous—simply a touch and the name wanted flashes before the eye. No opening of drawers—no fumbling of cards—no misplaced cards.

ONE CLERK ON THE RAND EQUALS FOUR ON THE OLD CARD INDEX

Sold by Leading Dealers in 200 Principal Cities.

Write for Catalog.

THE RAND COMPANY, North Tonawanda, New York
Department I.

F. W. HEYTHEKKER
Office Appliance Dealer in
AMSTERDAM HOLLAND

Specially organized for the sale of small attractive articles, furniture, etc. Will be pleased to receive catalogs and prices from manufacturers. Sole dealerships preferred. Wholesale and retail.

A MEMORY JOGGER.

The "Day-Kno" Memory Jogger is the name of a new device which is meeting with much success in the East, and is selling strictly on its own merits. The manufacturers strongly urge that dealers secure suitable stock and participate in the success which this little device is receiving. The "Day-Kno" is said to be one of the most practical and complete desk memorandums in existence. The lower tray holds blank 3x5 slips ready to write upon. The vertical compartment in the back is a receptacle for the slips after memoranda have been made on them. The other vertical compartment holds calendar cards in a convenient position. This compartment may also be used to flag special memoranda, as

TRADE DAY-KNO MARK
DAIGNEAU
MEMORY JOGGER

slips will fit endwise and stand out in a prominent position.

The Day-Kno Memory Jogger combines a writing pad, calendar and file. It concentrates many uses, saving space and time, and eliminating mistakes. The device is beautifully designed and of fine workmanship, and is well made, strong and durable. It has lock corners with face or calendar front rabbeted upon a solid block. It is finished in a dull rub finish to match standard desks. The calendar opening is cut out of the solid wood and can be easily changed.

The actual size of the device is 5¼-in. wide, 6½-in. long and 3-in. high. The Day-Kno Memory Jogger complete includes set of weekly guides in sevenths and three blank cards. Any other division guides may be used, as the tray is made to 3x5-in. size.

The "Day-Kno" is not a season seller, but it sells at all seasons. Notwithstanding this fact, it is a good device to push forward for the Christmas and New Year trade and answers the question so often asked: "What shall I buy a man for a Christmas present?" It is not only useful for men, but for women also, for it will not only keep a record of business engagements and the many things which business and professional men must remember, but it will record and keep track of social engagements with equal facility and precision.

Daigneau & Co. report that they are much pleased with the high class of trade to which their device appeals.

Dealers wishing to carry goods selling the year round, with increasing demand at Christmas and the New Year, should write this Salem, Massachusetts, firm for trade prices.

BOSTON CONCERN EXPANDS.

The growth and success attained by the Boston Index Card Company can be attributed to two factors; one, the ability and experience of the men behind the company; the other, plain hard work.

This concern has recently added office furniture to its line and is manufacturing a complete line of filing cabinets, transfer cases, etc. The cabinets are made in three grades known as "The Boston," "The Brighton," and the "Bay State," and the Boston Index Card Company hopes to make these names as well and favorably known as it has the word "Bicco."

J. Frank Dunleavy, the general manager of the concern, was for ten years superintendent of the Library Bureau eastern card factories, and has acquired a training and knowledge in the line that few men today possess. This training backed with a natural ability and genius for creative and constructive work, makes his services to the company of great value.

The experience of Walter B. Peabody, the president and sales manager, has been confined almost entirely to the other end of the business, i. e., to the selling end. In his long experience as sales manager of the American Business Supplies Company, and the Clark & Baker Company, he has acquired a thorough appreciation of the problems that confront the jobber and stationer, and has a complete knowledge of the requirements of the trade.

It is not to be wondered at that this combination has achieved success, but a great deal of credit is due these men for their untiring and ceaseless efforts toward strengthening their organization and improving the facilities for giving their customers better service and at the same time keeping up the high standard of their work.

Starting in a comparatively moderate way with a limited amount of floor space, the business of this company has grown steadily until the concern now occupies the entire building above the ground floor at 113 Purchase street, Boston.

The constant and rapidly increasing volume of business has called for the installation of the most modern and up-to-date machinery, and a visit to the Boston Index Card Company will convince one of the high efficiency of its manufacturing plant.

Office Appliances extends congratulations upon the company's well deserved success.

Irresolution in the schemes of life which offer themselves to our choice, and inconstancy in pursuing them, are the greatest causes of all our unhappiness.—Addison.

THAT'S the question your customers have in mind or on their tongues when you offer them a carbon paper. That's why it's easiest to sell

TRADE MULTIKOPY MARK
Carbon Paper

It **will** make permanent copies. In black or blue it **never** fades. As long as the paper holds together, its copies will be clear, readable and admissible as evidence in court.

And your customers know this. Multi-Kopy is by far the most extensively advertised carbon paper. Its lasting legibilty, durability (100 copies from one sheet), wonderful manifolding power, perfect uniformity, no smudging, extreme sharpness and clearness, never-changing, never drying quality in stock—are constantly made known to millions of carbon paper users.

We refer thousands of inquiries to you, fill your orders, big and small, quickly, and if you're not satisfied with sales, we'll buy back any unsold goods at what it costs you.

Write for Selling Proposition
Guaranteeing you against loss

Star Brand Typewriter Ribbons. Ask us about our No. 3477 permanent, black record ribbon. It's a wonderful trade builder.

F. S. WEBSTER CO.
338 Congress Street **Boston, Mass.**

New York, 114-118 Liberty St.
Chicago, 14 N. Franklin St.
Philadelphia, 908 Walnut St.
Pittsburgh, 830 Park Bldg.
London, E. C., 67 King William St.

Paris, 10 Rue Saulnier
Berlin, Friedrichstrasse 60
Gossnitz, S/A, Germany
Vienna, 111 Paracelsusgasse 6
Budapest, Hungary

Copenhagen, Sotorvet 1 & 3
Stockholm, Sweden
Rotterdam, Zuidblaak 64
Ghent, Belgium
Barcelona, Calle Universidad 106

Milan, Via Principe Umberto 5
Krakow, Poland
Moscow, Russia
Tokyo, 3 Kajicho Kanda

GRAND RAPIDS STOW-DAVIS MICHIGAN

MATCHED OFFICE SUITES

IN OAK AND MAHOGANY

Your office should look attractive, be conveniently arranged and your office furniture must be both serviceable and economical.

Stow-Davis Matched Office Suites have a clean-cut style and harmony of design that attracts the eye. The goods are their own best advertisement. They are right in quality and price.

A large variety of office tables, chairs, wardrobes, bookcases, costumers, umbrella racks, waste baskets, etc., to select from. Single pieces or complete suites may be had. Catalog on request.

Stow & Davis Furniture Co.

70 Front Ave., Grand Rapids, Mich.

¶ The ACME No. 1 is a lever action wire staple binder of strong and simple construction. It holds 100 heavy wire staples, binds to ¼ inch, and is equipped with our patented anti-clogging device. Can be fastened easily to table or platform.

¶ The staples used are made of bright tinned steel wire, mounted on poplar sticks, secured by best quality red rubber bands, passed through gauges to insure uniformity, and are packed 5,000 in a box, with directions for use printed on the labels.

There Are Profits for You in the Sale of This Popular Binder

¶ The ACME No. 1 Binder can be used for binding commercial papers of all descriptions, and is in active practical use in thousands of business offices. There are other thousands of offices where such a device is needed.

¶ We have an attractive selling proposition, full particulars of which we shall be glad to send to responsible dealers. This is a specialty in which there is a large margin of profit, and which will pay any dealer handsomely to display and advertise to his customers.

WHY NOT WRITE US TODAY?

Canadian Representative—Ernest J. Scott & Co., 89 St. Peter St., Montreal
European Agents—Progress Typewriter Supply Co., Ltd., 8 and 9 New Zealand Avenue, London, E. C., England

ACME STAPLE CO., Ltd.

112 N. NINTH ST. CAMDEN, N. J.

NEW ELBE SALES COMPANY IN CHICAGO.

The Elbe File & Binder Company, of New York, take pleasure in announcing to the trade that while the whole world is busying itself with war news and European complications, that company is pushing forward (not an aggressive army) towards many new moves and readjustments in their business to meet the present conditions.

There is an old saying: "That it never rains but it shines in some quarter." It is the opinion of the writer that the crisis that is sweeping through Europe must necessarily result in prosperity and aid the success of American industry.

The Elbe Company makes this assertion from their conviction based upon personal experience. The Elbe products are made mainly of parts and materials manufactured abroad, yet the company claims to have found a way to get around the scarcity caused by the war.

Similar steps are now no doubt being taken by many American manufacturers who are in the same position, this situation bringing out the genius of the American people to create devices to meet their own requirements, instead of relying habitually upon other sources. This appears to be an opportune time for Americans to help themselves and thereby place themselves in position to help others when the time comes to do so.

These conditions, the Elbe Company feels, add largely to the new markets for American commodities—markets where severe foreign competition has heretofore blocked our progress.

In order to take advantage of these opportunities the Elbe Co. has promptly made arrangements with a well known exporting concern of New York, who are to represent their entire line in the following countries:

Egypt, India, Ceylon, British Burma, Federated Malay States, Straits Settlements, Siam, Dutch East Indies, Borneo, Philippines, China, Japan, Korea, Siberia, Manchuria, Hawaiian Islands, Australia, New Zealand, Tasmania and South Africa.

The Elbe Company has just issued a new catalogue, being No. 6 of their series. This catalogue has been revised to meet the new conditions and is said to surpass all their previous catalogues in quality and in the number of new features exploited. A new discount sheet affording larger profits to the trade is a leading attraction.

In order to satisfy their Western and Central-American trade they have established a Western sales and distribution branch under the name of the Elbe Sales Company, 108-110 South Wabash avenue, Chicago, Ill. At the head of that branch are S. L. Elam, Jr., and Abe Hipshman. Mr. Elam having been long identified with the stationery trade through the West and South. Mr. Hipshman was connected with the Elbe Company in the early days of their organization. Their representation covers the following states: Alabama, Arkansas, Illinois, Indiana, Iowa, Oklahoma, South

Carolina, Tennessee, Texas, Virginia, West Virginia, Wisconsin, Florida and Georgia.

HONORS PAID TO PIONEER PRINTER.

The Old-Time Printers' Association of Chicago in the presence of a large number of invited guests unveiled on September 7 a translucent mosaic tablet erected in memory of the late Henry D. Shepard, in the new public school building named in his honor at South Francisco avenue and Mozart streets, Chicago. The Hon. Louis F. Post, Assistant Secretary of Labor of Washington, D. C., made the principal address of the day. He was followed by James Keeley, editor of the Chicago Herald, and others.

The Henry O. Shepard memorial tablet occupies the entire center window in the north front of the new school building. A large portrait of Mr. Shepard at the top, and smaller ones of Walter Scott, the noted builder of presses, and of Ottmar Mergenthaler, inventor of the Linotype, surround a printing office scene of a century ago, an illustration of the first iron press in America, with life-size figures in Colonial dress forming the central feature. The tablet was designed by Thomas A. O'Shaughnessy and made in the O'Shaughnessy studios in Chicago. It is one of the finest examples of luminous art glass windows made by the O'Shaughnessy process in America.

Upon the bronze plate installed in connection with the window the Old-Time Printers' Association has caused to be inscribed the names of those organizations whose members, individually or collectively, contributed to the Shepard Memorial fund. These organizations are: Chicago Typographical Union No. 16; American Newspaper Publishers' Association, Chicago Local; Chicago Employing Printers' Association; Graphic Arts Association of Chicago; Fine Paper Dealers' Association of Chicago; Machine Composition Club of Chicago; Chicago Trade Press Association; Ben Franklin Club of Chicago; Employing Electrotypers' Association; Chicago Photo Engravers' Club; Advertising Association of Chicago; Chicago Press Club; Palette and Chisel Club of Chicago.

NELSON COMPANY EXPANDS.

The capital stock of the Nelson Corporation, 4114 Ravenswood Avenue, Chicago, has been increased from $15,000 to $50,000, and the business is being reorganized so as to push it with greater enterprise than ever. The officers and stockholders remain the same as recently except for the addition of C. Ives Waldo. The officers now are: Charles R. Nelson, president; F. H. Nelson, vice-president; C. Ives Waldo, secretary and treasurer. W. A. Nelson, under the reorganization, will be sales manager. Mr. Waldo was until recently, for several years sales manager for the Mercury Manufacturing Company, manufacturers of motor trucks, in which connection it is stated he was very successful in developing the sales.

Applied Common Sense

is the best way of describing the

P-M Auto-Index

We have told you about its application to ledger work in a previous advertisement. We now wish to point out its value in

VERTICAL FILE INDEXING

Provides twenty times the indexing capacity you would ordinarily secure and absolutely without bulking.

Dealers may do this work themselves—we will provide the tab cutting punch and the electros for printing Auto Headings on Ledger Sheets, Folders, etc.

The one big thing of the season—write us

The Plew & Motter Co., Chicago

A Self Seller for You

No argument needed. Any business man will see the point when you show him this cabinet. It protects his typewriter and correspondence, saves floor space and makes contented stenographers.

UHL ART STEEL FURNITURE

UHL ART STEEL

Typewriter Table-Cabinet

is chuck full of selling points. So thoroughly overcomes all objections to old style wood typewriter desks that it practically sells itself.

Made of steel, with built-up wood platform. Ample space for week's supply stationery. Easily moved. When closed takes only 4 sq. ft. floor space.

We Co-operate With You

Big national advertising campaign now on. Fifteen days' free trial and unlimited guarantee to your customers.

Write for our special proposition. It's a sure winner for you. Other dealers are delighted. Write now.

15 Days' FREE Trial!

We are also manufacturers of typewriter and telephone stands and chairs. Magazine and catalog stands, mercantile tables, adding machine stands, desks, factory stools, etc. Write for free catalog.

The Toledo Metal Furniture Co. 2503 Dorr St. **Toledo, Ohio**

FIFTEEN MINUTES BEFORE BOARDING THE YACHT "GIRALDA."

UNDERWOOD BRANCH MANAGERS' CONVENTION

Sixty-Nine Branch Managers from All over the Country, with Several Special Field Representatives, Have Big Week in New York and Hartford.

THE 1914 convention of the Underwood Typewriter Company's branch managers held in New York and Hartford, the week of August 18th, was the most important and successful event of its kind in the history of the company.

From the first business session on Monday in convention hall of the Underwood building, 30 Vesey street, to the shore dinner at Momauguin on Long Island Sound near New Haven Friday night, there was not a single dull moment.

Formal business sessions were held on Monday, Tuesday and Wednesday, at which convention hall was made a clearing house of plans, ideas and suggestions, for establishing a new domestic sales record for the remaining months of the year.

Several of the visiting managers gave splendid talks upon the various angles of the business. Every condition with which the branch office is confronted was brought up for exhaustive discussion. Each of the sixty-nine managers participated in the discussion from the branch managers' point of view, while officials of the company, department heads and their assistants put before the visitors the conditions of the main office.

Under the direction of General Sales Manager J. E. Neahr, a careful analysis was made of every factor that enters into the sale of the machine, and the conduct of the selling department of the business. No subject having bearing upon the continued success of the business was omitted. In the business sessions of these three days every member of the group was considered an efficiency engineer and called upon to contribute some suggestion for the benefit of the business.

It was a real convention; one in which more actual business was transacted than at any previous similar meeting ever brought about by the company.

Not only were the visitors given every opportunity to get acquainted with each other and with the officials and their assistants, but they were shown every special feature of the manufacture and sale of the Underwood machine.

Special contests by the speed operators were held for the visitors' benefit as well as a specal dismantling and putting together demonstration by George F. Pine of Rockford, Illinois, who holds the title of master demonstrator.

The five special railroad representatives were also present to tell the members of the convention something of their work in the railroad field.

The actual business sessions were hardly more important than the impromptu business sessions held on the special boat which took the entire party to New Haven, or the business side of the day at the factory in Hartford.

* * *

The Hotel HcAlpin was headquarters for the visitors. The last to arrive was registered early Monday morning, and at 10:30 the group was streaming into the Underwood building.

The morning was spent in making or renewing acquaintanceships.

At 2:45 in the afternoon the first session was opened by C. W. Hand, vice-president. All of the company officers with the exception of Mr. Underwood, who was in England at the time, were present.

After his welcome of the visitors, Mr. Hand, in a stirring address, paid a fine tribute to the men "who keep the wheels of this business ever turning."

Mr. Hand spoke of the conditions prevailing in Europe and of their natural effect upon the business of this country. He advised against unreasonable optimism, but accentuated the thought that in the prevailing conditions lay an opportunity for American manufacturers.

By a little greater effort, a little more intensive cultivation, satisfactory results would surely be secured. Out of the experience from these circumstances would come an inspiration that would not only be helpful at the present time, but would also be helpful under the better conditions of the future.

Mr. Hand carred the enthusiasm of the convention to a high pitch and turned a fine compliment to typewriter men who are, he declared, through their capacity for appreciating conditions, their high efficiency and their business practice, in the foremost rank of successful business men.

S. T. Smith, general manager, followed Mr. Hand with an interesting talk upon the progress of the Underwood Company from its early days, and the ideal which the company had endeavored to work out in its business affairs.

Following Mr. Smith came Mr. C. B. Rice, superintendent of the factory at Hartford. Mr. Rice took for his theme the manufacture of the typewriter and gave an interesting talk upon the mechanical fea-

tures of the Underwood. Mr. Rice closed with the pledge to make the forthcoming visit of the managers to Hartford a pleasant and profitable one. That he kept his pledge and more was attested by every man who had the pleasure of the trip.

The editor of Office Appliances followed Mr. Rice with a brief address upon the typewriter. A portion of the address follows here only because this affords an appropriate place to set forth the views of the staff of Office Appliances on the importance of the typewriter in the world of business:

Mr. Johnson's Address.

"An architect designs a great building. It stands a monument to his genius, exciting the admiration of all who view it. The harmony of its proportions, the blending of its colors, and the charm of its ornamentation influence the character of those who have the privilege of standing before it, just in proportion to their sense of appreciation of things worth while.

"To many of those who participate in its erection it may have been a thing of mere stone and mortar.

"Their contribution to it was of no less value on that account—or rather of but little less value, however.

"But how much more might they have received from it and how much more of joy and satisfaction might they have realized from their day's work in creating it, had they caught something of the spirit of the designer, and appreciated something of the great influence which the structure was to have in the life of which we are all a part.

"You, gentlemen, are daily participating in something of far greater influence upon life than any structure of granite or marble ever visioned by artist and built by man. And, yet, so commonplace is it that it may have become in your consideration a mere means of livelihood.

"But the typewriter, gentlemen, is second only in importance to the invention that has, more than any other invention, advanced civilization to its present high plane.

"The typewriter, gentlemen, is the little brother of the printing press.

"As the printing press has made present day civilization possible, so has the typewriter made present day business possible.

"The typewriter has found its way to the very outposts of civilization. It is here and there and everywhere, enlarging its influence in the splendid modern crusade for increased efficiency. And the words increased efficiency are but other terms for expressing the elimination of waste and a better way of doing things.

"That modern crusade will never end. It will never end because its goal is an ideal which enlarges with every achievement and is enhanced with every advance.

"In every compact inch of the sturdy mechanism of the writing machine is a usefulness for the world of business. In lever and spring and shining metal it concentrates that toil and ingenuity of the modern mind which has shaped commercial history.

"Across the broad page of twentieth century merchandising, it has typed success. It has made twentieth century merchandising possible.

"With the triumph of the present day machine, scientific office system has begun a series of conquests, the end of which no man can see or predict with any degree of certainty.

"The typewriter is the hub of modern office equipment. Wherever it goes order displaces disorder and system ousts confusion. From this hub stretches out the entire range of modern office equipment by which the handling of the detail of business is simplified.

"You, gentlemen, are the envoys of this modern miracle worker. Wherever you sell a typewriter you make the initial installation of modern efficiency.

"You older men recall the man who had 'no use for a typewriter' in his business. You remember distinctly the forces of strategy upon which you had to call to persuade him to allow you to demonstrate your machine. And when you had demonstrated it on the very work he had been doing by the slow hand method, you will recall how the attitude of the man changed, the very man himself changed. By actual iron proof of your claim you presently created an enthusiasm in him, a positive force that made for greater success in his business.

OFFICERS OF THE UNDERWOOD TYPEWRITER CO., ALL OF WHOM ATTENDED THE CONVENTION EXCEPT THE PRESIDENT, WHO WAS IN ENGLAND.

"By shaping the imagination of this one man to a grasp of his personal opportunity, you built a substantial section of the great structure of sound business method and substantial business achievement.

"Participating in such work is having a share in the progress of the age in which we live.

"Appreciating something of the influence and potentiality of the typewriter, there unfolds for us a broader conception of its usefulness.

"The typewriter business, in comparison with any other business, is better than it ever was at any time in its history. The sales of the typewriter have increased each year by leaps and bounds. Manufacturers are constantly improving and refining their product. The domain of the machine is being extended each year. More machines are being manufactured and sold each year.

"Not every man will succeed in the typewriter business any more than every man will succeed in any other field of business, but I know of no field which offers greater opportunity to the man with the essential qualities of success than this field of the typewriter.

"The present day advantage of the man who sells the writing machine lies in the fact that the typewriter now backs up every sound argument as accurately as it back spaces or shifts to caps.

"But of course demonstration by itself makes but few sales. It is the added personal touch that stirs conviction in the prospect. The salesman operates the sale as surely as the typist operates the keyboard. The mind is the fort to be stormed, or quietly possessed, and success depends today upon mental equipment for that siege.

THE CONVENTION ASSEMBLED IN CONVENTION HALL OF THE UNDERWOOD BUILDING.

"What that mental equipment is is not only known to every man here present but it is a part of him. You, gentlemen, are managers. You are managers because you have that mental equipment and were able to intelligently apply it.

"At no time in the history of the business have conditions been more exacting in their demands upon you. On the one hand is every influence to inspire us all to our best endeavors. Lurking in our minds may be, may be, I say, the thought that just now we may not be able to realize our reasonable anticipations.

"Let us not throw such a stumbling block in our own pathway. I do confidently believe that there has never been a time in the history of this business which is all yours and part mine, when there was greater promise of consistent reward for intelligent effort.

"The business office is the heart of every business enterprise. Through it flows the life blood of its activities. The activities lulled for the moment by the developments of the last few weeks are now becoming keenly lively. Here is your opportunity and I am sure that every man in this company will make the most of it."

* * *

Some humor was introduced in the roll call which preceded the general discussions. Each manager, when called, made some appropriate remark relative to his home city. A few of these follow:

Jones, Milwaukee.—The little City behind the Schlitz.

Ben Bloch, Peoria.—The City which furnishes 90 per cent of Uncle Sam's revenue.

McMahon, Albany.—Where they mould the bricks for the Irish Man-of-War.

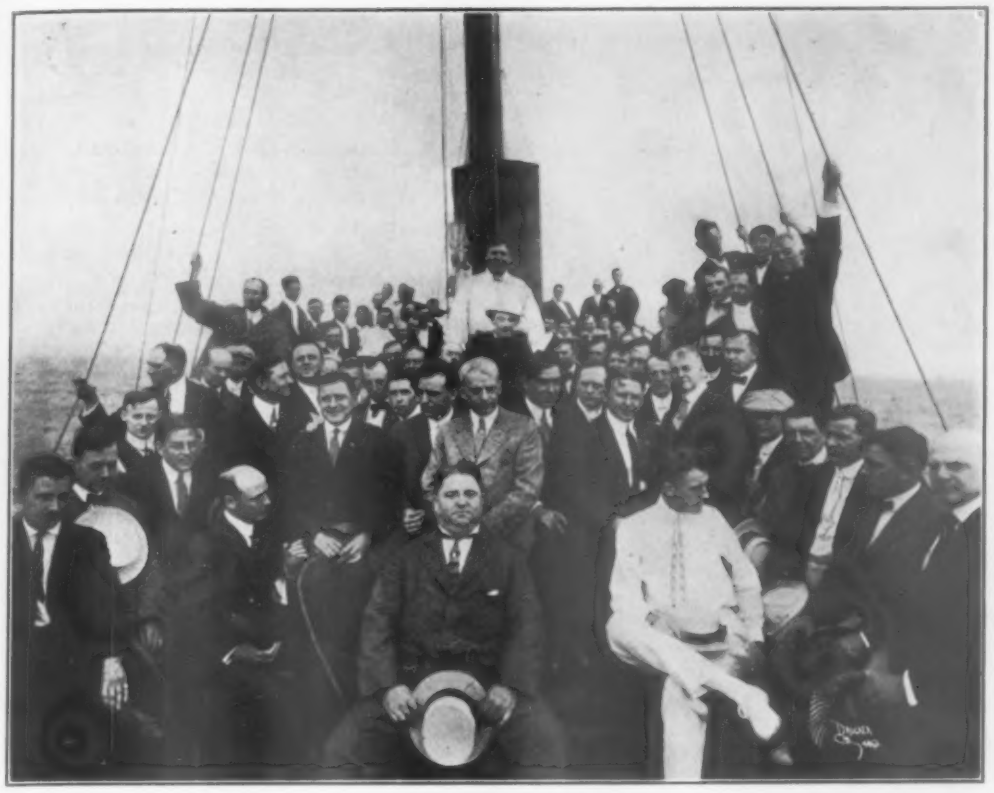
Webb Hunt, Indianapolis.—Forty-five miles west of Newcastle, Indiana. (Cheers from the Hoosier.)

The Award of Prizes.

At the close of the last business session on Wednesday came the awards to the prize winners in the seven months' contest in which all of the branch managers engaged. A big purse was divided.

The first prize of $350 in gold, went to Aust, of San Francisco.

A MINUTE BEFORE THE WATERMELON MELEE—WATCHING THE CHEF—THREE SOUTHERN REPRESENTATIVES IN THE FRONT ROW.



ON THE UPPER DECK. THE ONLY TIME DURING THE WEEK WHEN THE GENERAL SALES MANAGER WAS CAUGHT NAPPING.

The second prize of $250 in gold, went to King, of Atlanta.

The third prize of $200 in gold, went to Yauger, of Shreveport.

The fourth prize of $175 in gold, went to MacDermott, of Columbus.

The fifth prize of $150 in gold, went to Chapleau, of Memphis.

The sixth prize of $125 in gold, went to S. T. Smith, Jr., Springfield, Mass.

The seventh prize of $125 in gold, went to Hancock, of Louisville.

The other prizes were as follows:

R. B. Cone, Hartford	$100
L. H. Wittgraf, Minneapolis, Minn.	100
F. L. Heimer, Boston, Mass.	100
J. Kraemer, Norfolk, Va.	75
L. C. McClenny, Savannah, Ga.	75
R. V. Potteiger, Rochester, N. Y.	75
F. E. Klima, Cleveland, Ohio	50
W. P. Airheart, Detroit, Mich.	50

The Trip to Hartford.

If the convention had been brought to an end with the close of the session of Wednesday every visitor would have returned home with the thought that he had spent a very pleasant and profitable time. The evening entertainments, the lunch at the Machinery Club, and the fun at the McAlpin would have been considered ample recreation, but the best was yet to come.

On Thursday morning the visitors, with a group of fifteen or more officials, department heads, and assistants, met at the Battery pier at 9 o'clock and boarded the special yacht Giralda, which had been chartered by the company. The party was taken up the North River, then back around the point, and up East River, that they might view New York from the water front. Two hours later the Giralda, with all her pennants flying, was on Long Island Sound. The weather man responded to the occasion and the trip to New Haven was all that had been anticipated.,

At 12 o'clock dinner was served and business dismissed. The remainder of the trip was given to that kind of play which only the good worker understands. There was a hanging to the yard arm—a walking of the plank, a water melon melee introduced by the Southern representatives, some good music, and a general good time.

At 5:30 the Giralda entered her slip at New Haven and the party was taken on board a special train of three parlor cars, which awaited at the dock.

Two hours later the company arrived in Hartford and was divided at the Hotels.

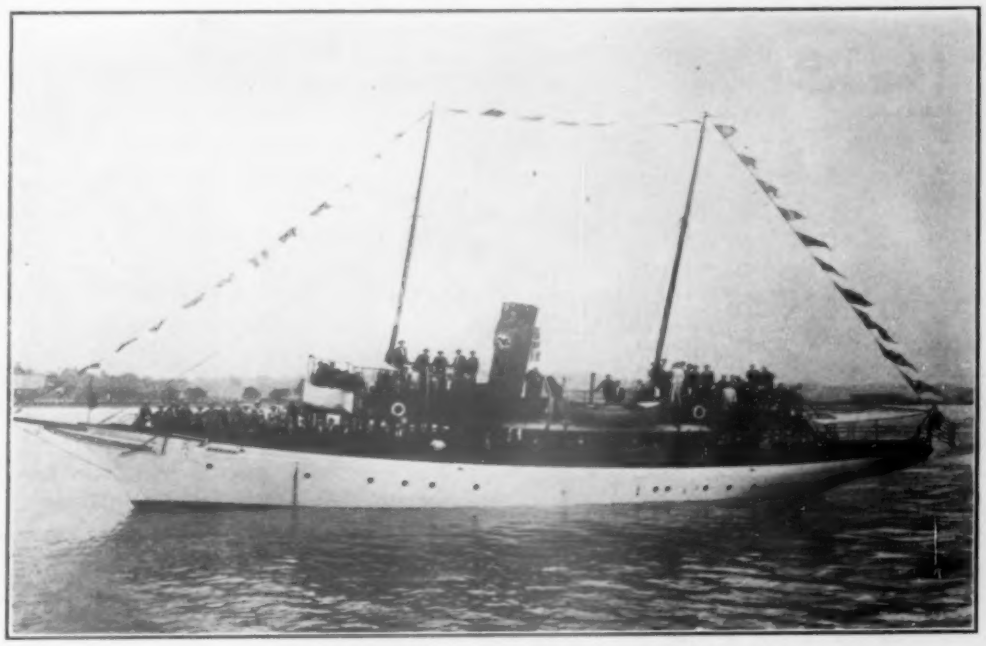
After dinner the Heublein House party marching in fours and led by General Sales Manager Neahr, called upon the Allen House party. The quartette composed of Clowes of Richmond, McMahon of Albany, Klima of Cleveland, and King of Fort Wayne, gave a serenade. Among the songs was one special one written for the occasion, one verse of which is given:

From where the broad Atlantic roars,
Underwood, my Underwood.
To California's golden shores,
Underwood, my Underwood.
Our building towers to the sky,
From where a million merchants cry,
"They got the goods, no others try."
"The Machine You Will Eventually Buy."

The Visit to the Factory.

At 8:30 on Friday morning the party was taken by special trolley cars to the Underwood plant. In groups of ten the factory was inspected from turret to foundation stone. When the last group had finished its rounds at ten minutes of 12 the entire party was gathered in the front of the main building to greet the 3,200 factory employes as they came out at the dinner hour. The quartette entertained the factory workers. At the end the managers and a great number of the factory staff joined in a mighty chorus of "My Country 'Tis of Thee."

By 12:30 the visitors were seated at lunch in the Hartford Club, and one hour later were at the railroad station, boarding the special train for the return to New Haven.



THE "GIRALDA," JUST BEFORE TYING UP AT HER PIER IN NEW HAVEN.

Two special trolley cars waited at the New Haven station to convey the party to the Momauguin, eight miles out of New Haven.

This shore dinner at the Momauguin will go down in the annals of the company's convention as the big pleasure event of the week. If there is any edible which lives in the sea that was not served at the Momauguin, only Theodore Roosevelt or Elbert Hubbard knows about it. Its name is not in Encyclopedia Brittanica.

It was at this dinner that General Sales Manager Neahr, the toastmaster, called for the stunts, and every man called upon had to make good. And did make good.

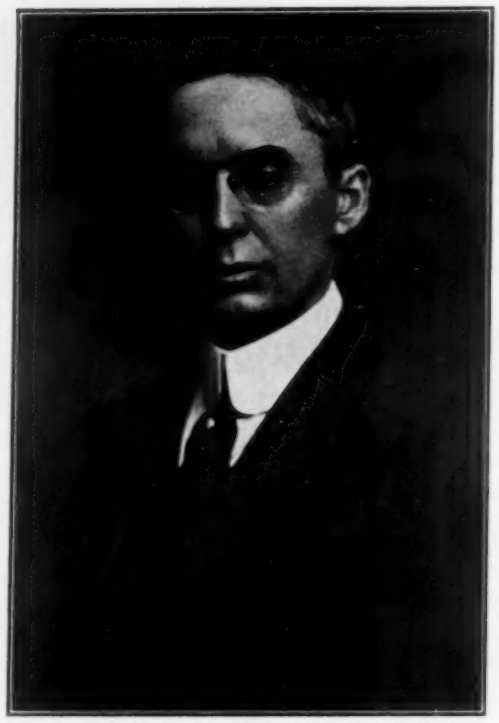
At 10 o'clock the party was taken back to the special train at New Haven and brought to New York.

Those of the visitors who did not get away early Saturday morning spent the greater part of the day at the Underwood office telling the company's officials and managers how they enjoyed the week.

The managers in attendance were:

The following branch managers were present:

W. P. Airheart, Detroit, Mich.; F. S. Allen, Grand Rapids, Mich.; Harold Archibald, Portland, Me.; F. W. Aust, San Francisco, Cal.; Ben Bloch, Peoria, Ill.; J. H. Blodgett, Philadelphia, Pa.; O. A. Bushnell, New Haven, Conn.; M. Campbell, Los Angeles, Cal.; C. E. Chapleau, Memphis, Tenn.; F. M. Clothier, San Antonio, Tex.; R. B. Cone, Hartford, Conn.; C. E. Corey, Salt Lake City, Utah; L. S. Cramer, Houston, Tex.; W. D. Crawford, St. Louis, Mo.; G. R. Curtis, Charlotte, N. C.; R. G. Daniel, Omaha, Neb.; J. R. Downey, Butte, Mont.; J. W. Geiger, Harrisburg, Pa.; C. J. Gibboney, St. Paul, Minn.; H. O. Goshorn, Mobile, Ala.; F. C. Gould, Wichita, Kan.; E. F. Hancock, Toledo, O.; L. F. Hancock, Louisville, Ky.; C. A. Harton, Cincinnati, O.; H. O. Harvey, Seattle, Wash.; F. L. Heimer, Boston, Mass.; F. H. Herrick, Nashville, Tenn.; J. S. Hexter, Denver, Colo.; C. B. Holland, Springfield, Mo.; G. W. Hunt, Indianapolis, Ind.; Harry D. Jacobs, Scranton, Pa.; J. A. Johnson, Rockford, Ill.; F. C. Jones, Milwaukee, Wis.; W. P. Keene, Buffalo, N. Y.; H. C. Kienly, Duluth, Minn.; A. R. King, Atlanta, Ga.;



C. D. RICE.
Superintendent of Manufacture, Underwood Typewriter Co.

Arthur King, Fort Wayne, Ind.; F. E. Klima, Cleveland, O.; J. Kraemer, Norfolk, Va.; J. H. Lattuille, Birmingham, Ala.; J. E. W. Lindquist, Oklahoma City; C. A. MacDermott, Columbus, O.; A. E. Marcum, Fargo, N. D.; George W. McClellan, Chicago, Ill.; L. C. McClenny, Savannah, Ga.; R. S. McKay, Sacramento, Cal.; T. J. McMahon, Albany, N. Y.; C. A. Peebles, Richmond, Va.; J. J. Phelan, Spokane, Wash.; P. E. Pierce, Altoona, Pa.; R. V. Potteiger, Rochester, N. Y.; M. E. Roberts, Dallas, Tex.; F. U. Rosebery, Baltimore, Md.; T. K. Simpson, Des Moines, Ia.; A. J. Smith, Providence, R. I.; S. T. Smith, Jr., Springfield, Mass.; J. H. Spillane, Wheeling, W. Va.; H. P. Sutton, Kansas City, Mo.; P. P. Trump, Pittsburgh, Pa.; H. C. Underwood, Davenport, Ia.; E. F. Valentine, Little Rock, Ark.; J. L. Videau, Jacksonville, Fla.; J. J. Voorheis, Evansville, Ind.; J. A. Wherry, New Orleans, La.; F. B. White, El Paso, Tex.; W. W. Wiswell, Portland, Ore.; L. H. Wittgraf, Minneapolis, Minn.; J. B. Yauger, Shreveport, La.

Special men present were: R. B. Barrett, E. H. Clowes, H. E. K'Bury, George F. Pinne, G. W. Randall, J. W. Robson, F. M. Simmons, Earl Van Benschoten and H. L. Walker.

C. D. Rice, superintendent; John H. Garsden, assistant superintendent; William F. Helmond, Frank A. Cook and William Griswold represented the factory.

The New York representatives present at the meeting included the following: D. W. Bergen, treasurer; S. T. Smith, general manager; J. E. Neahr, general sales manager; J. Frank Allard, manager of export; George Button, manager exchange department; C. A. Beemer, assistant to general manager; Harry Bates, manager advertising department; C. V. Oden, manager education department; W. D. M. Simmons, assistant; F. A. Robinson, manager billing department; W. P. Watts and W. A. MacGregor, accounting department; H. O. Blaisdell, demonstrating department; J. A. B. Smith, billing machine department; George H. Ward, assistant manager, Washington, D. C.; Alex Wayrich, treasurer's department; J. A. Pearce, manager supply department.

The Writerpress Company of Shelton, Conn., state in a recent letter to Office Appliances that they expect to be reorganized within the next month or two, and to be able to take care of their customers and supply a better product than ever before. The company in the meantime is taking care of all service calls in a satisfactory manner. They state that there is no question but that the Writerpress Company will be able satisfactorily to meet all demands for services both now and hereafter.

"The power to please is a great success-asset. It will do for you what money will not do. It will often give you capital which your financial assets alone would not warrant. People are governed by their likes and dislikes. We are powerfully influenced by a pleasing, charming personality. A persuasive manner is often irresistible. Even judges on the bench feel its fascination."

HEAVYWEIGHTS OF THE CONVENTION—Left to right, C. A. MacDermott, C. A. Harton, C. H. Peebles, E. H. Clowes.

FEATHERWEIGHTS OF THE CONVENTION—Left to right, C. E. Corey, H. O. Harvey, Ben Bloch, J. Kraemer.

MET-L-KRAFT

Steel Furniture and Filing Devices

Especially designed for **Public Buildings, Banks** and **Commercial Offices.**

Agents' Opportunity

If you are carrying a line of **Stock Cabinets** you should supplement your line with an agency for **Made to Order** goods.

We do not offer the Stock line but **make a specialty** of

Contract Work

Built to order from architect's detail or designed from sketches and specifications sent us. Address

The Keyless Lock Co.
Manufacturers "Met-L-Kraft"
INDIANAPOLIS, IND.

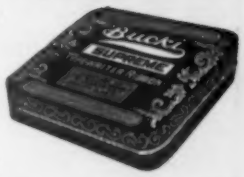
Better Equipped Than Ever

to supply our friends with

Bucki Supreme Typewriter Ribbons and Carbon Papers

Our new factory is completely furnished with the most modern carbon coating and ribbon making machinery, which enables us to manufacture a product that is superior. Our line is extensive, including ribbons for all typewriters and for the Multigraph, Writerpress and other duplicating machines; also typewriter, billing and pencil carbons.

You can make the Bucki line a money maker for you. Let us show you. Write for samples.



The Buckeye Ribbon & Carbon Co.
Manufacturers
1265-1267 West 2nd Street Cleveland, Ohio, U. S. A.

A Copying Pencil

With a lead toughened to give the maximum of service and with the essential quality of smoothness so emphasized that every pencil provides a perfect writing instrument—that is the

EBERHARD FABER No. 750 TRANSFER

Round shape, purple polish with long, bright gilt metal cap with two black enameled bands. Purple copying lead in medium and hard grades

No. 751 is the same as No. 750 but with the addition of a gilt point protector.

Eberhard Faber, New York

For Users of Large Books

a most convenient time and labor-saving device is

The Hughes Automatic Book-Rest

Simply and substantially made and holds book in a position which greatly facilitates copying. A necessity in banks, courthouses and abstract and other offices. Write for details.

The Hughes Book-Rest Company, Cherokee, Iowa

The New McM Push Button Post Binder

Works Like an Electric Switch

Sectional or Solid Posts Interchangeable

A Metal Hinge
Upper Metal Case
Nickel Plated

Economical—Durable—Adaptable

A Perfect Working Device Ask Your Dealer

McMILLAN BOOK CO. :: SYRACUSE, NEW YORK

SOMETHING NEW
Letter Carbon Disc

A paper Disc, gummed on both sides, for attaching Letter to Carbon answer. Doubles the capacity of your letter file over use of wire clips—50c per 1,000—10,000, $4.00, both prepaid.

CLINCH PAPER CLIPS

1,000, 30c—5,000, $1.25—10,000, $2.25.
All above prepaid.
F. O. B. Buffalo, N. Y.—25,000 Clips to box—25,000, $2.50—50,000, $4.75—100,000, $8.50—500,000, $37.50. Also put up 250—500—1,000 Clips to box for the trade. Ask for prices.

THE CLINCH CLIP CO., 196 Seneca Street, BUFFALO, N. Y.

The National Desk Co., Herkimer, N. Y., furnished more than five hundred desks on this order through The Gibson & Perin Co., their Cincinnati Agents

LOUIS BREILING, Treasurer J. R. CLARK, Jr., Asst Treasurer

FINANCIAL DEPARTMENT

THE UNION CENTRAL LIFE INSURANCE COMPANY

JESSE R. CLARK, President

M. W. McINTYRE
Manager of Building
No. 1104 UNION CENTRAL BUILDING

CINCINNATI

IN ANSWERING REFER TO

Gibson & Perin Co.,
West Fourth Street,
Cincinnati, Ohio.

Gentlemen:

The office furniture with which you fitted up various of our offices in the Union Central Building, has given entire satisfaction to us.

You have reason to know that the competition for this contract was extensive and severe. A careful consideration of all samples and prices submitted led us to place the contract with you.

Since the furniture has been installed it has proved to be up to the sample in every respect. It is a pleasure to state that the fulfillment of the contract has been eminently satisfactory to us. Yours respectfully,

M. W. McINTYRE
Manager of Building

March 12th, 1914.

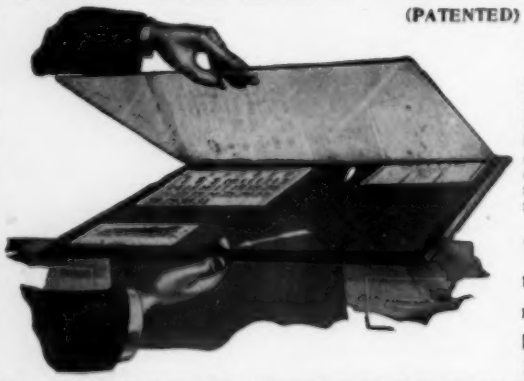
Does this mean anything to you?

See our permanent exhibit with Newton & Hoit Co.,
1018 S. Wabash Avenue, Chicago, Illinois

NATIONAL DESK COMPANY, Herkimer, N.Y.

THE ROSCO GLASS DESK PAD

(PATENTED)



As necessary as a desk. A glass plate that can be lifted as easily as your hat. An ornament and a utility combined. Sanitary and economical.

The ROSCO GLASS DESK PAD consists of a glass plate fitted into a flanged frame. A hole in the bottom of the pad permits the insertion of a finger to lift glass, and there is NO SUCTION or DISTURBANCE of Papers when glass is lifted or lowered. The flanges protect edges of glass from contact and are bound in the heaviest and finest quality of leatherette, in finishes that beautifully match light oak, golden oak, weathered oak and mahogany desks.

Its originality attracts attention everywhere.

Desk Dealers and Stationers will find this a profit maker.

Write for complete descriptive matter and prices now.

Ravenswood Office Specialties Company
1471 Irving Park Blvd., Chicago, Ill.

COMPREHENSIVE ORGANIZATION STARTED.

The Stenographers' and Typists' Protective Association of America is the name of a new organization which is being formed at Indianapolis, Ind. This organization is headed by H. C. Hoover, president; Dr. A. B. Jones, first vice-president; J. M. Beaver, second vice-president; Fred C. Owen, treasurer, and D. A. Medaris, secretary, all of Indianapolis. Messrs. Hoover, Beaver, Medaris, Jones, C. W. Belles, W. F. Smith and F. C. Owen form the directorate. The offices of the organization are at 1008 Merchants' Bank building.

Mr. Hoover was for a number of years connected with various typewriter companies, and it is he who originated the idea and perfected the plan of the new organization. The officers are now busy securing members in the state of Indiana, and as soon as possible will enter every state in the Union, opening branches in all the larger cities. The membership fee is two dollars. The association is mutual, each membership being intended to cover insurance for accidental death, loss of time from sickness and accident, free employment department, etc. The employment department is intended to protect members from the many fake employment departments and agencies in operation.

The foregoing outline of the association's personnel and plans were furnished by H. C. Hoover, the organizer of the movement, and was supplied to Office Appliances upon his initiative. Office Appliances has no doubt that such an association as the one described can be made of advantage to office workers provided it is not attempted to accomplish more than is practical.

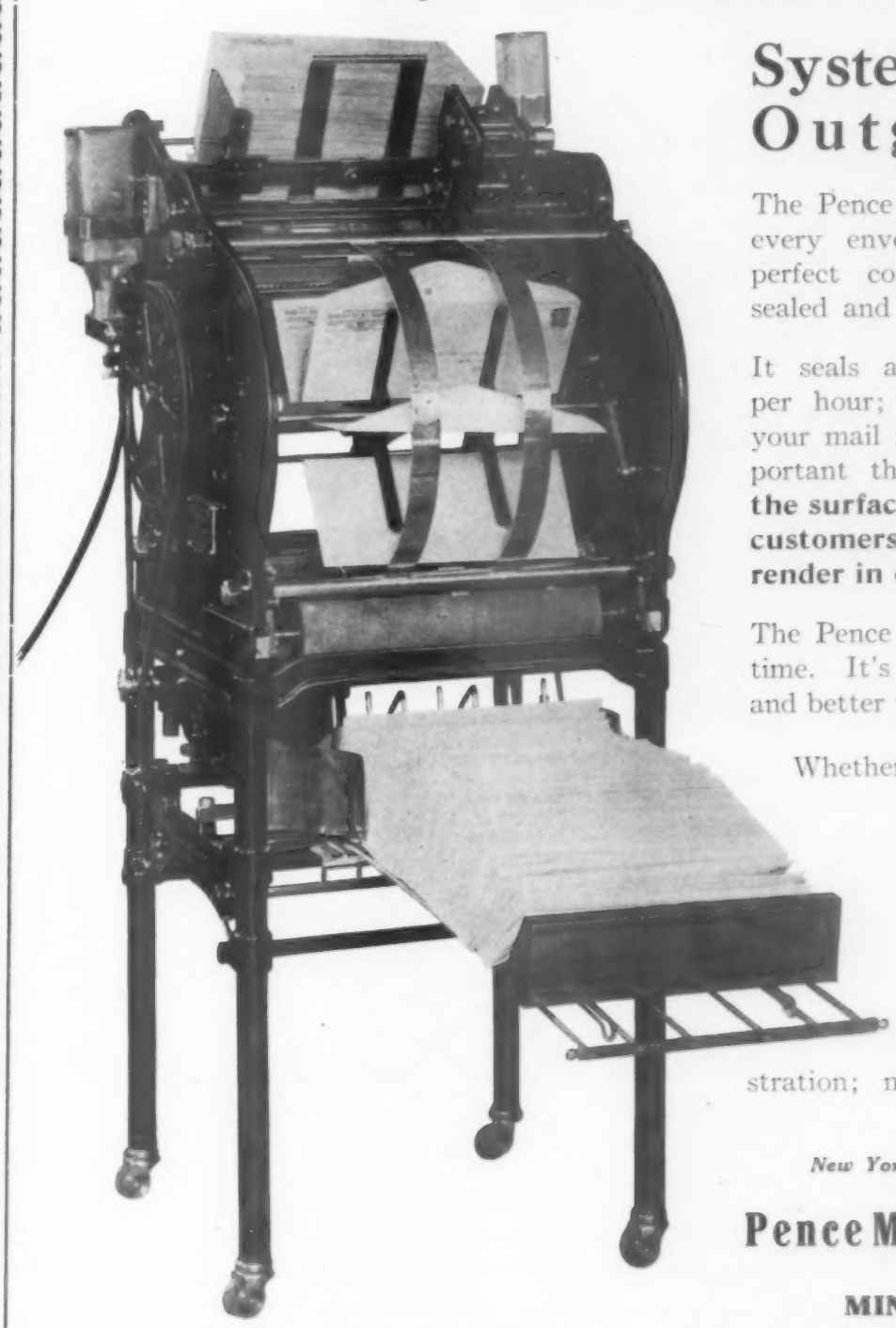
The prospectus of the association embodies the following features: "The association is a social, fraternal, beneficial, mutual association, exclusively for stenographers, typists, bookkeepers and office people. A mutual association and its purpose is to unite fraternally all eligible men and women for their greater social advancement and the protection of mutual interests, but it is not a stenographers' union. It is the intention of the association to maintain subordinate posts in all the principal commercial cities and towns in the United States. Frequent social affairs will be given by these subordinate posts."

The Philadelphia house of Gimbel Brothers, whose stores are located in Philadelphia, New York, Milwaukee, London, Paris and Berlin, announce that they have secured the contract for all furnishings of every description to be used in the new Hotel Traymore, which is now in process of erection at Atlantic City, New Jersey. It is the aim of the company building this hotel to make it the finest resort hotel in the world. When completed it will represent an investment of two and one-half million dollars.

You Buy It On the Test

Pence Mailing Machine

Only Positive Automatic Feed



Systematize Your Outgoing Mail

The Pence Mailing Machine will insure every envelope leaving your office in perfect condition, with flaps properly sealed and every stamp affixed.

It seals and stamps 6000 envelopes per hour; although the appearance of your mail may not seem the most important thing in your business, **it is the surface evidence by which many customers will judge the service you render in other departments.**

The Pence pays for itself it a very short time. It's different from any other, and better than all others.

Whether you are at present using a mailing machine or not *let us show you* right in your own mailing department *how you can save money* and increase efficiency.

Write today for a demonstration; no obligation on your part.

On Exhibition at the New York and Boston Business Shows

Pence Mailing Machine Co.
Dept. A-1
MINNEAPOLIS, MINN.

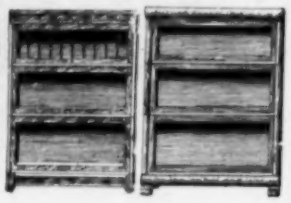
The Dealer's Profits

are substantial if they are made from the sale of FOREST CITY

Forest City Sectional Book Case "Watch them grow"

Book Cases

We sell to you at the lowest possible figure for the quality of the goods and the retail price is what you make it. An excellent opportunity for dealers in stationery and office equipment.



Catalogs and terms upon request.

FOREST CITY FURNITURE CO.
Rockford, Illinois

"FAULTLESS" Pen and Pencil Clips
GUARANTEED

Made in three sizes—Pencil, Medium and Parge Pen sizes. Mounted three dozen on a card in any assortment desired.
Finished in Ebony black, which is new and exceedingly durable. Heavy bright nickel. Electro gold plate.
For neatness and practicability this clip has no equal.

L. D. VAN VALKENBURG, Manufacturer
HOLYOKE, MASS., U. S. A.

Let Us Solve Your Problem

We do drafting, model and experimental work. Have a light, up-to-date well equipped factory.

Nelson Tool Co., Inc.
781-783 E. 142nd Street
New York City

BE UP TO DATE

Keep posted regarding all new office devices and equipment. Subscribe for

OFFICE APPLIANCES

$1.50 a year; foreign $2.00. Trial subscription in the United States, 4 months, 50 cents. Subscription agents write for our liberal commission offer.

THE OFFICE APPLIANCE CO.
417 S. Dearborn Street. CHICAGO

EDUCATE

OUR New Catalogue will do this for you in our line of Ribbons and Carbon Papers and Office Supplies.

SNELLING & SON, Manufacturers
South Brooklyn, N. Y

TWO WIDE AWAKE SALESMEN.

As a reward for fine work recently done in the San Francisco selling organization of the Underwood Typewriter Company, C. R. Worrell and J. T. Lafferty, members of the San Francisco sales force, spent the week recently in New York City as guests of the Underwood Typewriter Company. The two men made the trip to the East for the purpose of meeting the company's officers, viewing the factory and enjoying an excursion. The work they had done to earn the trip was of a quantity and a quality of which any salesman might be proud. As soon as they arrived at headquarters and made a call upon the general sales manager, they were turned over to one of the attaches of the office. From this time to the time they left they were constantly on

J. T. LAFFERTY AND C. R. WORRELL.

the go, making a trip to the factory, Coney Island, Atlantic City and other places of interest.

As neither of these two salesmen had ever been East before, it goes without saying that every day of their stay was thoroughly enjoyed by them as it was by those who had the pleasure of being their entertainers.

SANBORN, VAIL & CO. MAKE IMPROVEMENTS.

Sanborn, Vail & Co. take just pride in their new sample room which they regard as the finest thing of the kind ever put in by a wholesale stationery house in this territory. For this purpose the whole rear of the wholesale stationery department has been remodeled, the holiday room being set off from the rest of the store by a glass partition, so that these lines can be gone over at leisure without interruption. In designing this room everything has been done for the convenience and comfort of visitors, even to a rest room at the back provided with telephone, writing desk and other accommodations for women accompanying buyers. Clyde Dayton of the wholesale department says the house is well fixed as to stock in all lines, as it is handling for the most part domestic goods and got its orders in early.

A King's Golden Typewriter.

There was an unusual attraction during Easter week in the showroom windows of the Hammond Typewriter Co., in Queen Victoria Street, E. C., where large numbers of passers-by had their attention arrested by the novel sight of a gold-plated typewriter, which has been specially manufactured by the Hammond Co. to the order of the King of Spain. Placed in the window, with red and gold ribbon streamers attached, together with the special case designed to contain it, the machine made a very striking exhibit. Besides securing several paragraph notices in the London daily papers, press representatives with their cameras made their way to Queen Victoria Street to secure photographs of the novelty.

The machine is built upon the lines of the new model "Multiplex" Hammond typewriter, with some minor distinctive features; but its interest for the public lay, of course, in the fact that nearly every part, including most of the working parts, down to the smallest pin and screw, was heavily plated with gold. The only exceptions, apparently, were the outer surfaces of the ribbon spools, the type shuttles, etc.; while the space-bar in front of the keyboard, and the name plate in front, just above the keyboard, were of mother-of-pearl. In appearance, as seen from the front view, it was more like an article of jewelry than a typewriter, and doubtless this accounted for the interest taken in it by the public. In two respects it differed from the ordinary "Multiplex" Hammond—the escapement was specially designed for it, and the marginal stops were placed in front next the keyboard, instead of being in the rear. The machine is supplied with a type shuttle—the segment of the circle carrying the interchangeable type—adapted to the Spanish language, together with one each of small and medium Roman type. On the front of the machine, where the ordinary Hammond name-plate is, were the Royal arms, and the specially designed case was inlaid with mother-of-pearl. There are, we understand, already five Hammond typewriters in use at the Royal Palace at Madrid, and this gold-plated one, made for the King's own personal use, has recently been sent to the Spanish capital.—Pitman's Journal, April 25, 1914.

"Are you in earnest? Seize this very minute;
What you can do, or dream you can, begin it."

GET ACQUAINTED WITH (ELBE) FILES, BINDERS & SPECIALTIES

DO YOU KNOW the ELBE Files and Binders?

That they become office necessities and desk companions?

That many thousands of dollars were spent for their publicity?

That they were *tried, used,* and are indispensable?

That you cannot afford to be without them?

Do you know that the ELBE CO. offers you liberal profits?

That ELBE protects the trade in every respect?

That ELBE always co-operates with the trade?

ELBE SPECIALTIES

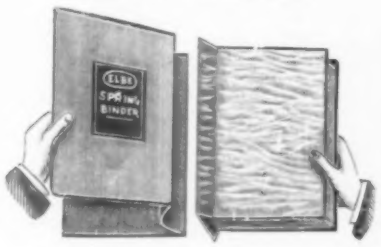
SPRING BINDER

A NEW IMPROVED LOOSE SHEET HOLDER

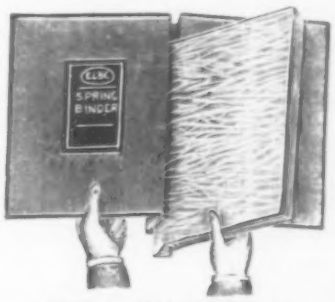
for general correspondence, corporation minutes, price sheets, loose leaf checks, catalogues, magazines, pamphlets, telephone book covers, tariff and railroad blanks.

FOR LOOSE SHEETS OR BOUND BOOKS

SIMPLE & DURABLE **PRACTICAL & INEXPENSIVE**



Inserting sheets with folder
A CONVENIENCE



Removing folder with sheets
EASY OPERATION

Elbe Automatic Eyelet Machine

NUMBER 3

"An Ideal Labor-Saving Devise"

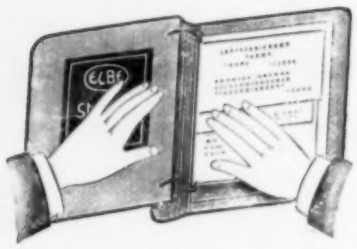
NOISELESS—FAULTLESS—FULLY GUARANTEED

IMPROVED—PERFECTED.

The ELBE line covers a big field of business and professional requirements, and includes practical styles for banks, public offices, factories, hospitals, hotels, lodges, installment houses, doctors, lawyers, real estate men, abstract offices, etc. These binders are something you can sell—a proposition for every man who is running a business. You can double your loose leaf profits by featuring these specialties because they enable you to create new demands.

ELBE FILES, BINDERS AND SPECIALTIES ELBE

Opening Folder for Operation



Closing Folder with Contents Tightly Bound

Elbe Snap Wallet

ELBE SNAP FILE, BINDER OR FOLDER

SUGGESTIONS:

THE ELBE SNAP BINDER OR FOLDER, is so practically constructed, that the mechanism that grips the sheets is absolutely concealed and none obstructive. The method of inserting or removing of sheets is of the most simplest character; just lift the cover (as herein illustrated), and the binder remains open for the inserting, adjusting or removal of sheets, just press the cover lightly downward, and the contents are snapped.

The convenience of this mechanism is that it facilitates the manufacture of these binders into any shape, size or form. It can just as easily be inserted into a cheap manila folder, in a flexible or stiff cloth covered binder as well as in fancy leather, so that it can meet with the requirements and reach of every office man.

They can be economically produced for a vertical filing folder with no greater expense than the present existing leatheroid envelope, etc., with the advantage that the contents are bound in a book form, where no handling of loose sheets is necessary. The folder can be pulled out of the cabinet with the assurance of not losing any sheets.

It can be found very practical for the Attorneys where the contents are to be read outside of the office, as well as any traveling salesman for the care of special forms, in or out of office.

It takes no more room than the regular vertical folder; thus making it practical for the vertical filing cabinets.

ELBE

KISMET BINDERS

ELBE

"THE BINDER THAT CLAMPS"

THE LATEST AND BEST FILE OR BINDER FOR OFFICE USE

CLAMPS OPEN AND STAY OPEN AT THE TIPS OF YOUR FINGERS

CLAMPS CLOSED AND STAY CLOSED BY LIGHT TOUCH

ELBE

Its simplicity of operation and convenience for the desk will more than please you. Protect your papers from curious eyes.

ELBE

SEND FOR OUR LATEST COMPLETE CATALOGUE AND DISCOUNT SHEET

ELBE FILE & BINDER CO.

MANUFACTURERS AND IMPORTERS

148-152 DUANE ST., NEW YORK, U. S. A.

WESTERN BRANCH:

ELBE SALES CO., 108-110 S. Wabash Avenue

CHICAGO, ILL.

THE FIRST AMERICAN PRINTER.

Answering the query, "When and where was printing first introduced into the United States?" The American Printer gives the following instructive account of the introduction of the printing art into the American colonies:

Printing was first introduced into what is now the United States in 1639 by Stephen Daye, an English printer, at Cambridge, Mass.

For the establishment of this plant, Rev. Jesse Glover, a Puritan minister of some wealth, was chiefly responsible. Having contributed liberally himself, he solicited sufficient money in England and Holland for the purchase of a press and types. On June 7, 1638, a contract was made with Stephen Daye to accompany him to the new country. Rev. Glover, his family, Stephen Daye and the printing outfit embarked on a vessel for New England. During the voyage Rev. Glover was taken ill and died.

The press and types, having reached Cambridge, were placed in the charge of Stephen Daye and printing was begun in 1639. The first work produced was "The Freeman's Oath," probably a single sheet, and the first book, the "Booke of Psalmes" (familiarly known as the "Bay Psalm Book"), was printed in 1640. This book of psalms is a revision of Ainsworth's version of 1612, and was in use in New England for nearly a century, more than fifty editions having been published. The size of the type-page of the first edition is 3¼x 6¼ inches.

Daye continued in charge of the printing office for ten years. For some reason, in 1649, Daye ceased to be master printer, and Samuel Green, who had come from England in 1630 with Governor Winthrop, was appointed to the position. Green was not a printer in 1630.

In 1662 Green gave the commissioners of the united colonies an "account of utensils for printing belonging to the corporation," which is very interesting and which follows:

The presse with what belongs to it with one tinn pann and two frisketts.

Item two table of Cases of letters with one ode Case.

Item the ffont of letters together with Imperfections that came since.

Item one brasse bed, one Imposing Stone.

Item two barrells of Inke, 3 Chases, 2 composing sticks, one ley brush, 2 candlesticks one for the Case the other for the Presse.

Item the frame and box for sesteren.

Item the Riglet brasse rules and scabbard, the Sponge, 1 galley, 1 mallet, 1 sheeting sticke and furniture for the chases.

Item the letters that came before that were mingled with the colledges.

Some time previous to this "account" the commissioners, who had in charge the propagation of Christianity among the Indians, had added a press, together with types, etc., for the purpose of printing the Bible and other books in the Indian language.

In 1670 the equipment was presented to Harvard College by the commissioners, and Green continued to print until he was very old. Upon his death, 1702, the printing office was discontinued.

Stephen Daye was born in England in 1611, and died in Cambridge in 1668. He is supposed, by some writers, to be a descendant of the eminent English printer, John Daye.

A BUSINESS SHOW MANAGER.

Office Appliances presents herewith a likeness of M. A. Vinson, manager of the Cleveland Business Efficiency Exposition, whose plans are announced on another page of this magazine.

Mr. Vinson is an experienced business man and is well known in the stationery field of Cleveland. He organized the Vinson & Korner Company in Cleveland fifteen years ago. This company gave special attention to high grade books, fine-arts stationery and engraving. Eight years ago he left that company to specialize in books on commercial design for artists, decorators and architects. The connections formed in this work led him into the management of architectural expositions. Eight of these have been held under his guidance, the largest being in Pittsburgh at the opening of the Carnegie galleries. Mr. Vinson has also managed five very successful expositions on the Pacific Coast. His experience in this work gives assurance to exhibitors of a successful business show at Cleveland.

M. A. VINSON.

Sell your goods by affirmation, not negation.

It's Quality that Counts

The man who has not used the famous "Buckskin Line" does not know the height of perfection in carbon papers and typewriter ribbons.

Because of their high quality, their clean writing properties and their durability, they stand out above all others on the market today.

This fact is borne out by the universal satisfaction and efficiency

BUCKSKIN Ribbons and Carbon Paper

"The line of distinctive quality"

have given our several thousand customers throughout the country.

Write us—today—for samples, and be convinced of the high merits of this famous brand of goods.

NEELY & PEACOCK

508 S. Dearborn Street Chicago, Illinois

SIMONSON
Patented Metal Tip Guides, for vertical letter files, card systems, and check files.
INDESTRUCTIBLE
None Genuine unless stamped U.S. Patent 794749 on the Metal Tip.
FREE
Samples will be sent on request.
Discounts to dealers.
R. A. SIMONSON & CO.
122 S. MICHIGAN AVE., CHICAGO, ILL.

THE Tengwall FILE
REG. U.S. PAT. OFF.
Look for Trade Mark on the Label
We manufacture Loose Leaf Accounting Forms, Binders, Files, Ledgers, and Price Books.
2952 Sheffield Ave. CHICAGO
THE TENGWALL COMPANY of Illinois
30 Thames St., New York

MERCURY CARBON PAPERS and RIBBONS
ARE THE BEST
of the Highest Quality and Give the Longest Service
THIS MEANS OFFICE ECONOMY
Stenographers Save Time by Using Our PAPER and RIBBONS
They Will Make Plain Copies With Great Manifolding Power
NO SMUT, NO DIRTY HANDS OR PAPER
Used in Large Quantities in Many of the Largest Offices in the World
ATTENTION! DEALERS AND JOBBERS
You will find it to your advantage to secure Territory Now
Write for information to
The Mercury Mfg. Co.
ROCHESTER, N. Y.

A BIG ADVERTISING PROJECT

French Advertising Agency Plans Work in Five Languages.

EUGÈNE MARIUS VERGNE, whose picture is reproduced herewith, is an energetic young man whose plans for the carrying out of a big advertising project were well on the way to fulfillment when the present conditions arose on the Continent. Mr. Vergne, we are informed, has had considerable experience in the advertising field abroad and possesses a deep fund of information with regard to American methods of publicity. The International Imperator Publicité, of which Mr. Vergne is organizer and general manager, is a bureau for the dissemination of technical information as to advertising, office and factory systems, and accounting. Through this bureau Mr. Vergne and his colleagues are preparing their international work on advertising and system.

EUGENE MARIUS VERGNE.

With regard to the field for a work of the kind mentioned and describing the plans of the organization, the International Imperator Publicité has the following to say as to its project:

The man of affairs of today has need of constant advertising. Furthermore, information of all sorts ought to be constantly pouring into his office. He ought to keep in continued touch with the most modern methods.

It is by scientific organization of factory plants, by the standardization of products, and by systematic hard work, that the business man must expect increased profits.

The work of the office is indispensable to the work of the factory and ought to be conducted in the same orderly manner and with the same great care. However, when one studies the advertising departments of various concerns, he is often astonished at the reckless manner in which large sums of money are wasted. True it is that there are numerous companies who devote a great deal of attention to getting the largest possible returns from advertising expenditures. Such firms understand perfectly where their interests lie, and they are to be congratulated. We in France realize that it is this American trait of measuring values by results that has made the United States the foremost world power in advertising.

However, there is still a surprisingly large number of firms who are continually throwing money out of the window, as it were, because their advertising is not properly directed.

During years of experience, Mr. Vergne has studied the needs of advertisers of all classes and has felt there was a need to fill. He feels he has accomplished his object in a manner quite out of the ordinary. He has been preparing a treatise on advertising, office and factory systems, and accounting, and has called his work "The Way to the Dollars." This work is intended to be a model of its kind. It will be issued in five distinct editions: English, German, French, Spanish, and Italian, each containing three splendid volumes of 500 pages each.

Thanks to the help of a select staff recruited from all the principal countries of the world, among them some of the best authors and advertising experts, this work is bound to become an indispensable reference work for business men, an ever-ready buyers' guide, and an inexhaustible source of information for business men and employes alike. Readers of the volumes will see passing before their eyes in review the best methods of all the large countries of the world.

But the respect in which the work will be original and at the same time most potent is that this splendid treatise will be completed by a scientific and thorough study of 600 or more of the world's greatest commercial enterprises. Through the study of these one enters into the domain of practical realities and analyzes the methods and ideas at the bottom of the success of all the large business organizations, and it is through this study that the work becomes extremely interesting and of great value.

We might add that the illustrations in the volumes leave nothing to be desired. There will be about 600 pages of color work in three, four, six, and eight colors, and innumerable cuts in black and white. These features of make-up with the valuable matter in the volumes are destined to place the work in every bookstore of any size.

The advertisements contained in these volumes will be representative of the lead-

YOUR INVESTMENT

in the stock which you carry should be judged by the same standards and surrounded by the same safeguards as any other investment. Especially is this true of your supply business which involves return orders and is among the most dependable of your assets.

Because we recognize this we are manufacturing

World and Tuxedo Brands of Ribbons and Carbon Papers

for dealers who, like you, refuse to take any chances with their customers, and who understand that it pays to consider quality. Satisfactory results are what the customer in ribbons and carbons demands, and failing of these his business goes over to a competitor. It pays to invest in the best.

We'll send samples and terms to prove it if you'll write us on your letterhead.

International Carbon Paper Company

206 Broadway, New York, N.Y. — 17 Quincy St., Chicago, Ill.

NUMBERING MACHINES — BAGGAGE CHECKS — CORPORATE SEALS — POCKET NOTARY — TRADE CHECKS — RUBBER STAMPS

We are "MANUFACTURERS" not Agents for these Goods

123456 CHECK PROTECTORS

SEALS, STENCILS, BADGES, STEEL STAMPS
METAL CHECKS, POCKET COINS, RUBBER STAMPS, ETC.

MEYER & WENTHE

STORE 108 N DEARBORN ST — CHICAGO — FACTORY 24 TO 30 S. JEFFERSON ST

GOLDING SHEARS

Made in sizes 8, 12, 24 and 36 inches and three styles. With Table and without, also on stand.

Draw Cut—no clamp required.

Useful, durable, reliable for cutting paper, cardboard, cloth, leather or thin metal.

Handy for Manufacturers, Bankers, Printers, Photographers, Stationers, etc. Write us for catalog. Dept. O.

GOLDING MFG. CO., Franklin, Mass

Noiseless Automatics

The Typewriter Shock Absorber and Automatic Attaching System. The **Best Possible Way** for Attaching and Cushioning Typewriters. Patent 880683, March, 1908—F. S. Merrow.

Sold by Typewriter Dealers in Supplies

F. S. Merrow, Manufacturer
New York City, U. S. A.

The Herkimer — GRAND RAPIDS, MICH.

European Plan
Courteous Treatment
Everything Right
$1.00 up—detached bath
$1.50 up—private bath
Excellent Restaurant — Correct Service
Moderate Prices

HOTEL HERKIMER
GRAND RAPIDS, MICH.
Maximum Comfort at Minimum Cost

The DETROIT COIN WRAPPER

IS THE **BEST MADE**
Our sales of over **144,000,000** Attest this.
Made in 14 sizes, to fit U. S. and Canadian Coins.

DEALERS We have attractive offers for you to handle our Wrappers, Coin Cards, Coin Bags, Bill Straps etc.

COIN MAILING CARDS

Best for sending Coins safely by mail. "Stock Form" (see cut) holds any fraction of a dollar. 12 prepaid 10c; 100 prepaid 75c; 1,000 (any printing) $3.50; 5,000, $10.00. Over 9,500,000 of our various styles sold.

THE DETROIT COIN WRAPPER CO.
371 Harper Ave., Detroit, Mich.
70 Bond St., Toronto, Canada

IF YOU WANT TO KEEP POSTED

on all that's new, and all that is going on in the field of Office Equipment, subscribe to

OFFICE APPLIANCES

Subscription price, $1.50 a year. Trial subscription, 4 months for 50 cents

THE OFFICE APPLIANCE COMPANY
PUBLISHERS
417 South Dearborn Street :: CHICAGO, ILL.

Write Us Your Troubles With Rust

We are rustexperts. We know how to prevent all rust and corrosion at a very small cost. Can prevent rust damage claims on your shipments and stop rust losses on your goods in stock. Your valuable machinery, dies and tools can be preserved at a small cost. No matter how difficult your conditions we can help you.

No Charge For Consultation.
Write to Us Freely.
COROL SALES COMPANY
1441 Fisher Bldg., Chicago

SOHM SYSTEM CHICAGO

Get Our proposition on **MASTER CLOCK** and **TIME STAMP** For $50

208 N. FIFTH AVE.

GENTLEMEN:

Send us Sohm Time Stamp Booklet

Name .....

Address .....

City .....

ST. JOHNS TABLES CADILLAC

THE Sales and Advertising helps that have been prepared for the use of the retailer selling St. Johns office tables are quite important details in the St. Johns policy of producing as good a merchandising proposition for the retailer as is possible.

Office tables that have on them the St. Johns mark are admittedly good tables, as good as may be had from a standpoint of intrinsic, tangible values alone.

This known value coupled with this other one, this service that helps to dispose of the thing the retailer has bought, makes that product just once again as valuable.

If you are thoroughly informed concerning the St. Johns office table proposition, advertising service and all, let us know about it immediately and we'll take it up with you further.

St. Johns Table Company
Cadillac Michigan

Signed (G. M. Petrie) Secy.

Established 1875 Incorporated 1900 Still at it 1914

WE MAKE COVERS

For Typewriting, Computing and all Other Kinds of Machines Having Bright and Polished Surfaces

Covers have become a *necessity* in *protecting machines* and furniture from *dust, moisture* and *scratches* while in stock and in transit.

OFFICE FURNITURE and *everything* with *bright surface* should be so protected. We are large manufacturers of these goods and believe we make the greatest quantity and variety.
Send us *sample* or *diagram* of *your article* and we will quote you prices and send sample of the material.
No article too large or *too small* for us to make and figure upon.

WM. H. WILEY & SON CO. **Hartford, Conn.**

ing concerns in the various lines of commercial activity. Each advertisement will be, for the particular edition or editions in which it appears, the only one of its class. In other words, all the advertisements in any one edition will be non-competitive.

Manufacturers and others who may be interested in the work may get in touch with Mr. Vergne who will be pleased to furnish detailed information provided recent complications have not forced a change of plans. Inquiries may be forwarded to M. Eugène Marius Vergne, manager, International Imperator Publicité, 76, Avenue Charras, Clermont-Ferrand, France.

NEW BUSINESS AT SALT LAKE.

J. J. Taylor, formerly of Sault Ste Marie, Mich., is opening an office appliances business in Salt Lake City, located on West Temple street. The name of the new company will be the Office Specialties Company, and it will carry a complete line of office equipment, including stationery and all the lines ordinarily sold in a commercial stationery store. Mr. Taylor took a trip the latter part of August to Middle West and Eastern points, to arrange for agencies for various manufacturers. Mr. Taylor was formerly connected with the Shields Stationery Company at Salt Lake City, having gone there about a year ago from Sault Ste Marie, with a view to investing in the Shields Stationery Company, but decided to go into business for himself. In the latter place he was twelve years in business on his own account.

MORE ABOUT THE DEXTER PENCIL SHARPENER.

The Automatic Pencil Sharpener Company, 600 Atlas Block, Chicago, is now announcing to the trade that the Dexter Pencil Sharpener which formerly sold at $5.00 retail, has taken on a price of $3.50, dating from August 15. The Automatic people are thoroughly alive to the need of standing by the trade and of placing them in position to sell their product irrespective of competition. No dealer is being penalized on account of whatever stock he may have on hand of Dexter sharpeners at the time of this revision. The Automatic Pencil Sharpener Company offers to rebate everybody for whatever Dexter sharpeners they may have on hand on the basis outlined in their announcement, thus giving dealers the benefit of their present low prices.

NEW CONCERN IN DENVER.

A. W. Eaton, formerly of the Underwood Typewriter Company, has organized the Eaton-Ralls Sales Company. The new company, it is said, has purchased the business of the Denver Typewriter Exchange and the Colorado Typewriter Exchange. The new firm is a live one and has a new store fitted up with well selected fixtures and stock. It is said that they will make a feature of the new Royal No. 10.

Why The NATIONAL LINE?

1st. THE NATIONAL LINE is by far the most complete—a minimum stock covers the needs of every customer.
2nd. THE NATIONAL LINE always gives both dealer and client satisfaction because in addition to fine material and careful workmanship, National goods embody many **exclusive** features.
3rd. THE NATIONAL LINE is being extensively advertised in popular magazines and all inquiries are referred to our dealers.
4th. THE NATIONAL LINE will bear **your imprint** so that you get re-orders and new business from every sale and your entire business thus advertised free.
5th. THE NATIONAL DISCOUNTS ARE MOST LIBERAL—there is a big profit for you and besides—we've a mighty interesting proposition to stationers.

Ask for this proposition and complete catalog of FIBERSTOK & REDSTOK ENVELOPES

NATIONAL ENVELOPE CO. INC.

34 E. Allen Street Philadelphia

JUDGMENT!

Compare the VICTOR with any other typewriter—feature for feature. You are bound to conclude that not *one*, but *every* individual feature of the

VICTOR TYPEWRITER
MODEL NO. 3

stands out as a point of superiority akin to perfection.

¶ A touch that is so light and firm that one's fingers can glide over the keys with a distinct feeling of mastery.

¶ A perfect, permanent alignment that adds greatly to the attractiveness and satisfaction of one's work.

¶ The VICTOR ribbon guide, a veritable money-saver to the owner, and annoyance saver to the operator.

These and many more features stand out boldly as convincing evidence that it's

"From now on—the VICTOR"

Victor Typewriter Company

New York and All Principal Cities

Victor Dealers Make Money. Write for Proposition.

HEADQUARTERS FOR

RUBBER STAMPS

CUSHION HAND
DATING
NUMBERING
SELF-INKING
RECEIVING
RECEIPTING
TIME
RUBBER
METAL
TICKET DATING
} STAMPS

Stencils, Seals and Metal Checks

Write for illustrated catalogue

LOUIS MELIND CO.

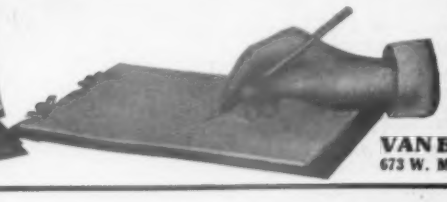
183 W. Madison Street, CHICAGO

This NEW Note Book and Binder

Offers good opportunities to every commercial stationer.
Stock it now and have it on hand for your fall business.

THE VAN BUREN LOOSE LEAF HOLDER

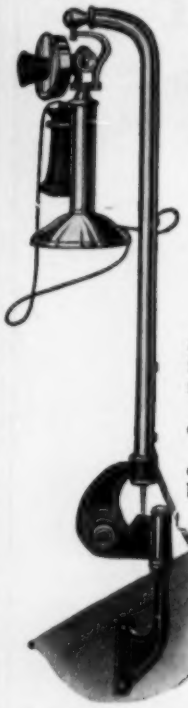
s easily operated and is self-locking. Paper can be inserted or removed instantly. Will handle all kinds of business papers such as notes, orders, tickets, charts, invoices, etc. Can be used in any office. Correspondence size (8½x11). 50c postpaid. Special terms to dealers. Liberal margin of profit.



VAN BUREN BROTHERS
673 W. Madison St., CHICAGO, ILL.

Dealers Everywhere

are making ready money on this staple necessity. Sell it for the home as well the office.



THE RADIO TELEPHONE ARM

(Patented)

32-inch Extension Retails for $4.50 Liberal Discounts

May be tilted at any angle desired and phone is in a vertical position ready for use.

Operates smoothly, easily and positively.

Beautifully finished in oxidized copper, and black enamel. Installed in five minutes with a screwdriver as the only tool. No wires or cords need be disturbed.

Because of the ball-bearing it is perfectly balanced and stays where it is placed with a low center of gravity.

Only One of Six Good Sellers

Our book "The Remarkable Growth of an Idea" tells the story—It's Free.

Write for prices to your jobber or direct to the makers.

American Electric Co.

State—64th to 65th Sts., Chicago

PROGRAM OF COMING CONVENTION.

Announcement of Events at the 1914 Convention of the National Association of Stationers and Manufacturers, Philadelphia.

THE program committee of the National Association of Stationers and Manufacturers announce in a handsome booklet the following program for the Tenth Annual Convention of the association, to be held at the Bellevue-Stratford hotel, Philadelphia, Monday, Tuesday, Wednesday, Thursday and Friday, October 12, 13, 14, 15 and 16.

The fees are the same as heretofore, members and visitors being requested to pay $15.00 each, which entitles them to a ticket to the banquet and to the luncheons served when the convention is in session, and to all the general entertainment features incidental to the meeting. No fees are required from the ladies. Those who register to the Committee on Credentials and pay the registration fee receive badges. All persons who have paid the fee, whether members or visitors, are entitled to attend the sessions of the convention, but payment of the registration fee on the part of members is not required so far as attending sessions of the convention and voting are concerned.

The Credentials Committee of the association will be in session at the Bellevue-Stratford on Monday morning, October 12, where they will receive the registration fee, issue badges and booklets containing coupons for entertainment features, luncheons and banquet. All members and visitors are requested to register—ladies as well as gentlemen. The business of the association will be transacted on Tuesday, Wednesday and Thursday.

The Convention Committee on the place of holding the meeting for 1915 will report a recommendation to the association. Suggestions on this subject should be made in writing to the chairman, Harry A. Prizer, 529 Market street, Philadelphia.

The calendar of the meetings is as follows:

Monday, October 12. 9:00 a. m. Meeting of Credentials Committee to conduct registration and make up roll of convention. (Registration fee payable to Convention Committee, Green Room, Bellevue-Stratford.) 2:00 p. m. Meeting of Board of Control. 4:00 p. m. Meeting of officers of various local associations. 8:00 p. m. Traveling men's night entertainment, Rose Garden, Bellevue-Stratford hotel.

Tuesday, October 13. 8:30 a. m. Registration continued. Meeting of Credentials and Convention committees. 10:00 a. m. First session of convention to be called to order promptly. Invocation; singing of "America"; addresses of welcome; report of president, secretary, treasurer and auditor; reports of general committees and debates thereon. 1:00 p. m. Luncheon served at Hotel Bellevue-Stratford. 2:00 p. m. Second session convention. Appointment of Nominating Committee and Budget Committee; reports of committees and debates continued. 5:00 p. m. Adjournment.

Wednesday, October 14. 10:00 a. m. Third session of convention. Reports of committees and debates continued. 1:00 p. m. Luncheon served at Hotel Bellevue-Stratford. Afternoon to be devoted to visiting points of interest in Philadelphia and plants of manufacturers. A golf tournament will be held for those who desire to enter.

Thursday, October 15. 10:00 a. m. Fourth session of convention. Reports of committees and debates continued; report of Convention Committee on place of holding 1915 convention; report of Resolution Committee; report of Committee on Nominations; reports of Special Committees; miscellaneous business; election of officers. Adjournment sine die. 1:00 p. m. Luncheon served at Hotel Bellevue-Stratford. 2:30 p. m. Meeting of new Board of Control. 7:00 p. m. Banquet, ballroom, Hotel Bellevue-Stratford.

Friday, October 16. An opportunity will be given those who desire to visit Atlantic City.

Philadelphia Day, Wednesday, October 14.

Leave Bellevue-Stratford 2:30 p. m. Return to Bellevue-Stratford 6 p. m.

Trip No. 1. Leave Bellevue-Stratford, to Independence Hall (stop 15 minutes), passing Franklin's Tomb, Betsy Ross House and Christ Church, then to City Hall, passing around City Hall, then to the Navy Yard (stop 20 minutes), out Walnut to 34th to Spruce street, to Fairmount Park, passing Zoological Gardens, to George's Hill, Horticultural Hall (stop 15 minutes), Memorial Hall, Belmont Mansion, Lincoln Drive, through the park and back to the Bellevue-Stratford.

Trip No. 2. For parties going to Camden to see Esterbrook's and Hunt's pen factories.

Special Entertainment for Ladies.

Monday. Morning—9:00 a. m. Registration Committee will open headquarters in the Blue Room, Bellevue-Stratford hotel. Ladies are requested to register as early as possible. Afternoon, 3:00 p. m. Informal reception for ladies and gentlemen of convention in the Red Room, Bellevue-Stratford hotel. Evening, 8:00 p. m. Traveling men's entertainment, Rose Garden, Bellevue-Stratford hotel, for the ladies and gentlemen.

Tuesday. Afternoon, 2:30 p. m. Card party in the Junior Room, Bellevue-Stratford hotel. Evening, 9:00 p. m. Ball for ladies and gentlemen of convention, Clover Room, Bellevue-Stratford hotel.

Wednesday. Afternoon, 2:30 p. m. Ladies and gentlemen of convention will tour through Philadelphia, taking in principal points of interest.

Thursday. Morning, 10:30 a. m. Visit to the remarkable plant of the Curtis Publishing Company, publishers Saturday Evening Post, Ladies' Home Journal, Country Gen-

Efficient Arrangement at No Cost

Why have a desk arranged just like everyone else's? Your business is different—your desk should be suited to it. Why not get a "Desk with Brains," made of sections so as to meet your individual wants exactly?

Browne-Morse Cabinets

include a complete line of filing equipment built of choicest hardwoods in beautiful designs. They will make your office elegant, distinctive and attractive in appearance.

Let us help you select and arrange your office equipment. Our advice is free. Write for interesting literature and suggestions on efficient arrangement.

To Dealers

The Browne-Morse line brings to the enterprising dealer a substantial asset. It has a wide-spread and well-deserved reputation for quality. It is backed by extensive national advertising. The line is complete in every respect. Its original features make a unique appeal to the best class of customers.

Write us for full information. We need some more good representatives, and if you are a live and growing dealer you need our line. Write today.

Browne-Morse Company
109 McKinney Ave., Muskegon, Mich.

IDEAL Tubular Stands

Burroughs Adding Machine On Our Stand

are now used by practically all leading manufacturers of office machinery of every kind for which a stand is necessary.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations at our risk.

The cuts herewith show but two of a great variety of styles.

Just Out

New model No. 3 combination portable and rigid typewriter stand. Same model with all its advantages will be furnished for any other office machinery.

Mount your machine on our stand, roll it to your work, throw the crank to other side, and you have a rigid stand.

Write for circular with prices and discounts.

No. 3 Combination Typewriter Stand

Fowler-Manson-Sherman Cycle Mfg. Co.
1447-1455 Austin Ave., Chicago

The "Anco" Pen and Pencil Clip

High quality—low price. Made in one piece of spring steel, ball point, heavily nickeled and highly polished.

Write for prices.

THE ANSONIA NOVELTY COMPANY
ANSONIA, CONN.

FEATHERWEIGHT EYESHADE

The shade that takes your eye and keeps it in good health

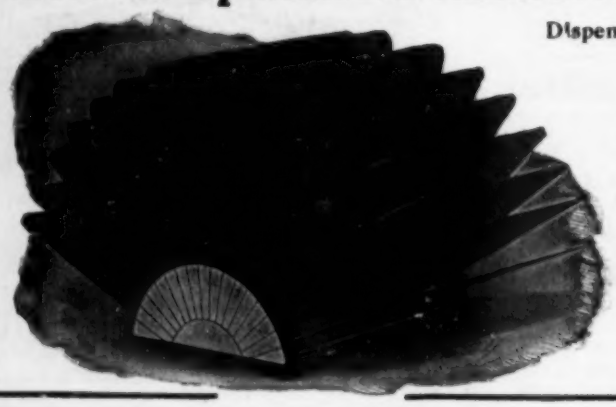
Light Weight, Adjustable, Durable, Hygienic, Healthful. No metal or elastic band to press or bind the head. Opaque for artificial light, Transparent for natural light. Lies flat when not in use, thus preventing being crushed out of shape by accident; can be carried in hat or rolled up in a small package to carry in the pocket. Visor wider than other shades. We recommend the opaque for those wearing glasses.

The Featherweight Eyeshade Co.
Merchantville, N. J.

Better than it has ever been done before this new Edison-Dick Mimeograph duplicates typewriting. By the exactness, rapidity and economy of its work it establishes a new order of things in the business world. The dermatype process does away with the old wax stencil—and reproduces the original absolutely. Send card today to A. B. Dick Company, Chicago,—and let us show you how greatly the Edison-Dick machine increases efficiency—and how wonderfully it may help in increasing trade.

$15 to $160

Keen Competition Demands Modern Methods



Dispense with wire baskets and trays

The Bristow Radial Distributor

Serves the purpose of many—occupies about the space of one. Made in special sizes for special purposes. Affords all the advantages of **accurate, rapid** and **economical** distribution of papers. A combination of **facility** and **durability.**

Write for complete catalogue.

FREDERICK BRISTOW
East Orange New Jersey

tleman, etc. Evening, 7:00 p. m. Banquet, Red Room, Bellevue-Stratford hotel, followed by speaking in the ballroom.

The hotels recommended are the Bellevue-Stratford, the Adelphia hotel and the Hotel Walton. Rates at the Bellevue-Stratford are from $2.50 a day up to $10.00. The Adelphia and Walton rates are from $2.50 up. The committee recommends that reservations be made direct to the hotel, mentioning the fact that these reservations are for the stationers' convention.

The chairman of the respective local Philadelphia convention committees are as follows: Frank W. Bailey, chairman Program Committee; Wm. H. Brooks, chairman Executive Committee; Harry A. Prizer, chairman Banquet Committee; Philip Jaisohn, chairman Finance Committee; C. H. Marshall, chairman Golf Committee; F. R. Welsh, chairman Hotel and Transportation Committee; L. A. Hawkes, chairman Publicity Committee; A. Pomerantz, chairman Entertainment-Philadelphia Day Committee; S. J. Burgoyne, chairman Information Committee.

ATLANTA TO BID FOR CONVENTION.

On August 21 the Atlanta Stationers' Club held an enthusiastic meeting. Indeed the meeting was said to be the most enthusiastic that that organization has ever had. Nearly every stationer, wholesale and retail, proprietors and heads of departments, were present and much good work was planned for the ensuing year. All of the members of this club are in good standing and are enthusiastic over the results which are bound to come from unity and earnest co-operation.

The following officers were elected at this meeting: President, Ivan E. Allen, Fielder & Allen Company, and secretary and treasurer, John M. Cooper of the Foote & Davies Company. Strong executive, price, membership, program, wholesale and retail committees have been appointed, and with these committees actively at work it is said that Atlanta will make a bid for the next convention of the National Association of Stationers and Manufacturers at the Philadelphia meeting this year. If Atlanta does not decide to ask for the meeting in 1915 they will certainly present strong claims for the event in 1916. Not only will they do their best to secure the convention, but Atlantans will be able to entertain everybody who comes.

Atlanta is the office supply center of the southeast, and is the regional bank center of the great southeastern territories. Already the people of Atlanta are vigorously promoting the advantages of Atlanta as a convention city. We are indebted to Mr. Allen for some booklets issued by the Atlanta Chamber of Commerce, giving in a most interseting fashion some facts about the history of the city, and illustrating with striking views its many beauties and advantages. From these booklets it appears that Atlanta has eighteen principal hotels which

The World-Wide Stamp Affixer

is guaranteed for one year from date of purchase against all defects of material or workmanship and any part that becomes broken from above causes will be replaced free of all charge.

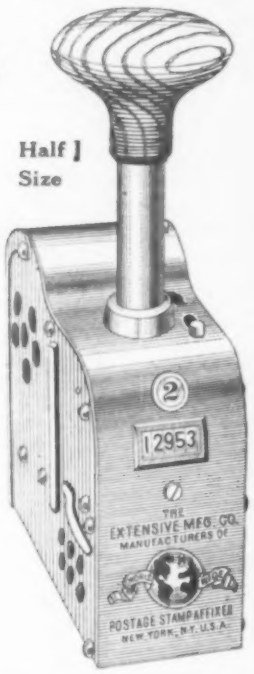
It is a universal machine which will handle any perforated postage stamp used throughout the world WITHOUT ANY ADJUSTMENT WHATEVER.

Former Price $25.00

Now $12.50

Good Reasons For Buying A World-Wide

Half Size



It's unbreakable, made entirely of pressed steel.
You can see where you are affixing the stamp.
Will handle any kind of perforations.
Will handle perforated stamps r olledlengthwise
Will handle perforated stamps rolled sidewise
Will handle the last stamp in the roll.
Will not register unless stamp is used.
Registers up to 100,000.
Its weight is only one pound.
It is absolutely pilferage proof.

SINCE reducing the price of THE WORLD-WIDE STAMP AFFIXER from $25.00 to $12.50 we have closed agencies with some of the best Stationery Houses in the country, and it will pay you to investigate.

Write for Booklet

THE EXTENSIVE MFG. CO.
90 West St., New York, N. Y.
Factory: Thompsonville, Conn.

The Time Was Never More Opportune

for our dealers to convince their customers that modern office equipment is an absolute necessity to the economical, safe conduct of every detail of their business, and that modern labor-saving devices are more needed now, and UNTIL CONDITIONS ARE FULLY ADJUSTED, than ever before.

A Sound Dividend-Earning Investment

There never was a time when your customers *should* refer more often to their correspondence.
Let us show you how to equip a file for instantaneous reference.
Follow-up results for orders and over-due accounts should register 100%.
Let us show you an automatic follow-up method of booking orders and making collections.
Factory and store costs should be absolutely accurate.
Let us show you a system of automatic stock keeping that will tell you when to buy, where, and how much to pay.
All of these and many more profit producing systems are the result of thirty years' experience, and yours for the asking, free of cost.

Doesn't This Sound Good?

Write us and let us prove that these statements are true.

SYSTEMS—SUPPLIES—FILING CABINETS

Wabash SYSTEMS

Natural System.
Alpha-Merical System.
Fire Expiration "
Y. M. C. A. Systems.
Bank "
Factory "
Vertical File "
Card Index "

Wabash SUPPLIES

Cards, Guides, Folders, Alphabets, Printing, Tabbing, Celluloiding.

Wabash Co-operation

Our nearest dealer to you is our best reference. Write him about us.

Wabash CABINETS

Cards, Letters, Documents, Legal Blanks, Invoices, Reports, Blue Prints, Photos and papers of all kinds.

Wabash QUALITY AND PRICES

Thirty years' experience is back of our quality and prices.

Wabash Assortment

Three Grades:
GOOD—for storage and factory.
BETTER—for general use.
BEST—for the finest office.

A few foreign countries still open for exclusive agencies.

As a reference, write us for the name of our nearest foreign dealer.

WE HAVE A LIBERAL PROPOSITION FOR EXCLUSIVE DEALERS. If you want to make money in your Filing Cabinet Department write us.

Chicago Salesrooms
212-216 W. Adams St.

THE Wabash
Est. 1883
Main Salesrooms, Executive Offices and Factories
WABASH, IND.

New York Salesrooms
394 Broadway

THE IMPROVED AZORA AIR CUSHION

FOR TYPEWRITER FEET

Is in reality an air cushion. Combines the advantages of rubber and air and eliminates the jar ENTIRELY.

A positive air chamber—automatically sealed by least pressure.

Universal socket—fits small feet and is easily spread for larger.

Patent Applied For

Buy From Manufacturers

AZORA RUBBER COMPANY, 171 North Green Street, CHICAGO, ILL.

QUALITY BIGCO SERVICE

OUR NEW CATALOG IS NOW READY

If you are not satisfied with the quality and service of your line of

INDEX CARDS and FILING SUPPLIES

We shall be glad to talk it over with you.

We have the most extensive and comprehensive line on the market and this line and our experience

IS WORTH DOLLARS TO YOU

We are equipped with modern machinery and every facility for producing special ruled and printed forms—get our quotations.

SEND FOR OUR CATALOG

We manufacture the best oak transfer case on the market.

BOSTON INDEX CARD CO.

180 Fulton St., New York 113 Purchase St., Boston, Mass. 35 So. Dearborn Ave., Chicago

John Holland Safety Self-Inking Pen

Self-Filling
-Cleaning
-Locking
-Starting

Non-Leakable
-Evaporating

Large Ink Capacity
Perfectly Cleanly
Simple and Strong
Quick Operation

Let us tell you of advantages in quality, construction and prices of our large line of fountain pens—dropper self-filling and Safety gold pens, pen holders, pencils, etc.

The John Holland Gold Pen Co.

Est'd 1841 127-9 E. 4th St., Cincinnati

are members of the Atlanta Convention Bureau. These hotels charge reasonable prices and are run some upon the European and some upon the European and American plan. All are conveniently located with reference to the principal railway terminals. Atlanta is known to be one of the chief railway centers of the South. No other southern city is more conveniently accessible. Atlanta has many beautiful parks and drives, public buildings and points of historic interest, among which are the battlefields in and about the city. Contrary to notions commonly held, the climate of Atlanta is moderate and delightful; even in summer the heat is seldom excessive, and in the fall the climate is said to be almost ideal.

Should the National Association of Stationers and Manufacturers decide to go to Atlanta to hold their convention in 1915 or 1916, they will find every convenience and will be entertained in a manner which will shed lustre upon the best traditions of southern hospitality. Golfing enthusiasts will find at the Capital City Country Club and East Lake County Club every convenience for the pursuit of their favorite pastime, amid the most delightful surroundings. At Piedmont Park lake, an ideal spot for convention visitors, there are fishing and bathing, boating and other athletic sports. Grant park, of eighty acres, is said to be one of the most delightful spots in the South. Among the many points of interest, too, in and out of Atlanta, none is more curious than the celebrated Stone Mountain. This is said to be the world's greatest monolith. It is one mile from the base to the summit and is reached by trolley from Atlanta.

GOLF COMMITTEE PREPARING SUITABLE EVENTS.

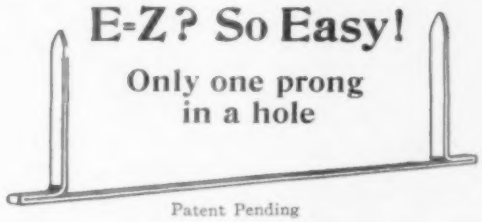
The committee having charge of the golf games which will be played by golfers during the convention of the National Association of Stationers & Manufacturers at Philadelphia this fall, is now busy preparing a series of interesting events. This committee, headed by Charles H. Marshall of the Wm. H. Hoskins Company, has decided to hold the tournament at the White Marsh Valley Country Club, Philadelphia. A number of handsome trophies will be awarded for various competitions, some of them based on handicaps. Those who expect to enter these golf contests are requested to furnish the committee with their national handicap, if any. In the absence of a national handicap it will be necessary for those desiring to enter to give the committee their club handicap and also a card showing their home club course.

The committee states that up to the time their letter was written, August 17, two very handsome trophies had been presented to the tournament, one by the Sikes Company of Philadelphia, and the other by the General Fireproofing Company of Youngstown, Ohio.

Easy Sales
with the
Easy Fastener

E-Z? So Easy!

Only one prong in a hole



Patent Pending

This device provides a most improved, modern method of attaching papers with their correspondence, invoices, deposit slips, analysis sheets or looseleaf devices. With only one prong to fit into a hole, the papers can be attached by the file clerk more easily and quickly than by other methods. Different lengths of prongs will take care of any number of sheets required.

Free samples by mail on request. Send for a set of them now

Large concerns buy EASY FASTENERS by the thousands. The field is unlimited. Stock them and take advantage of an existing demand.

EASY FASTENER COMPANY
Empire Life Bldg., Atlanta, Ga.

Salesmen and Dealers

A NEW ARTICLE

Pictorial Containers

Used Instead of Envelopes

Big commission—easy to sell—used by everybody. We want only ten good representatives to introduce this great novelty. You can sell to your present customers in orders from $30.00 to $350.00. Samples can be carried in coat pocket.

Write us now for further particulars.

MERCHANTS
PICTORIAL CONTAINERS
321 S. Sangamon Street Chicago, Illinois

$35.00 The Best Proposition $32.50
Ever Made on End Lock Sectional Post Metals.

We propose to furnish our **Triple Grip** end lock sectional post metals in lots of one hundred assorted stock sizes at $35.00 per hundred with full equipment of posts and keys. The same metal **"knock down"** (for the manufacturer who makes his specials at home) $32.50 per hundred.

We are able to make this really wonderful offer **because** we have reduced our executive and sales expense to a minimum; **because we do not** maintain a large crew of expensive road men; and lastly and particularly **because we have the best equipped** medium size factory for the exclusive manufacture of loose leaf devices ever put together.

Send in your trial order today, or if not fully convinced send in your request for demonstrating sample which we will mail promptly free of charge.

THE TENACITY MANUFACTURING CO. Inc.
Progressive Mfrs. of Loose Leaf Devices
Reading, Cincinnati

Look at this Picture---
Read this Letter

Then You will Understand Why the Representative Dealers Prefer to Handle

Kansas City, Mo., July 1, '13

Robt. Keith Furniture Co.,
11th and Grand

Gentlemen:—We were very agreeably surprised to find upon opening THE SAFE-CABINET which we purchased from you about April 23rd, and which went through our fire of June 21st, that the contents were practically intact.

This cabinet contained a very large quantity of our most valuable current records and was sitting in our office on the second floor. The fire burned the floor out from underneath it and let it fall into the hottest part of the building which was destroyed. The fact that we have given you an order for another cabinet of the 1913 Model is sufficient evidence that we believe THE SAFE-CABINET is all that you claim for it.

Yours truly,
Western Cabinet & Fix. Mfg. Co.
Per Geo. H. Davis, Sec'y
CHD-MC

THE SAFE-CABINET

The many records of actual fire tests in which THE SAFE-CABINET has made good, the innumerable photographs that graphically show the fire-protecting value of THE SAFE-CABINET and the letters from satisfied SAFE-CABINET owners who have had experiences like that referred to above, give THE SAFE-CABINET Dealer a supply of selling argument that gets the cream of the business.

THE SAFE-CABINET COMPANY, Dept. A-2 Marietta, Ohio

INK ERASING SIMPLIFIED

The modern business man uses, instead of a dull-edged knife, the

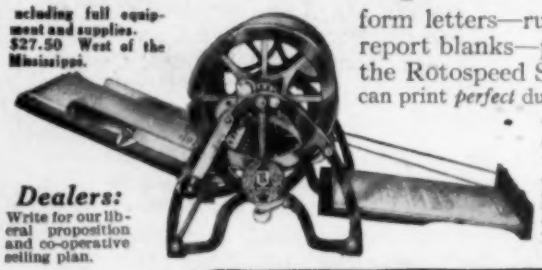
BEEGEE, JR.—"The Perfect Ink Eraser"

Which annihilates blots and ink-markings in less time than can be done by any other method. No chemicals used. **Beegee, Jr.**, is just a speedy sanitary eraser used by the *United States government* in various state and city departments, and by some of the largest financial and commercial houses throughout the country. In actual use in every business center of the globe. ¶ Retails at 50c. ¶ A most successful seller for stationers and dealers.

Send for terms.

BEEGEE CO. - - 1133 Broadway, New York, N. Y.

$25 *Rotospeed Your Own*



ncluding full equipment and supplies. $27.50 West of the Mississippi.

form letters—ruled office and factory forms—report blanks—price lists—notices, etc. With the Rotospeed Stencil Duplicator your office boy can print *perfect* duplicates of any typewritten form—*at a cost of but twenty cents per thousand copies.* Saves 92% on form letter work—saves hundreds of dollars on printing bills. Enables you to get out large quantities in letters right in your own office—without delay and with little expense.

Dealers:
Write for our liberal proposition and co-operative selling plan.

ROTOSPEED
Duplicator

Saves $25 to $50 a month

Hundreds of concerns in every line of business—use the Rotospeed at an average saving of from *$25* to *$50 per month.* It works as fast as fifty typists—printing 75 to 100 copies per minute.

Exclusive Features

The Rotospeed is equipped with semi-automatic feeding device, has unlimited headspacing adjustment, adjustable feed board and improved receiving tray—valuable improvements which make it easy to operate—clean and exact.

Use the Rotospeed 10 Days positively free of charge.

We *know* this machine will *make good* for you.

Write at once for full particulars of this remarkably liberal offer—how we place the machine in your office—where you use it under your own conditions for 10 days free of charge. Let your office boy run it. Prove that it will save you many times its cost. Ask for the Rotospeed Booklet and samples of work. Write at once, a postal card will do—write now.

THE ROTOSPEED CO.
587 West Fifth St., Dayton, Ohio

HANDSOME NEW BUILDING.

The United Typewriter Company of Toronto, Canada, has recently moved into what is said to be the finest building in the Dominion devoted to the typewriter business. The United Typewriter Company represents the Underwood in Canada. The new building is at Victoria and Queen streets, in the heart of the business section of Toronto. The building is built of brick and cement, the first floor being tiled and trimmed with marble. The principal entrances are finished in white marble, while partition work throughout the building is of fumed oak; likewise the furniture.

The building has about twenty-tight thousand feet of floor space, and is said to be ideally equipped as to lighting and ventilation. The second floor is given over to the employment department and the copying department. A large waiting room has been provided for the convenience of applicants, and next to this are the private offices of the manager and assistant. The copying department occupies the front section of the building, each stenographer having her own private office, also a private office for the manager. In addition to this there is a general workroom for incidental work. The main floor is used for sales purposes. Here Underwood typewriters of all styles, desks, supplies and office furniture are shown. There is a large private office for the use of salesmen, where they may take their customers. Here also is the country sales department and other departments. The third floor is used as a stockroom for the supply department; offices are in front and the shipping room in the rear. The fourth floor is occupied by executive offices, accounting department, rental department, collection department, city sales department, customs, etc. The fifth floor is used by the rebuilding and inspection departments, and by the shipping department, while the upper floor is employed by the printing department as a bindery and press room.

The United Typewriter Company has nineteen branches and agencies in Canada, and employs, it is said, over one hundred and sixty persons at the Toronto office.

The Human Head.

By Walt Mason.

The greatest gift the gods bestowed on mortal was his dome of thought; it sometimes seems a useless load, when one is tired, and worn and hot; it sometimes seems a trifling thing, less useful than one's lungs or slats; a mere excuse, it seems, to bring us duns from men who deal in hats. Some men appreciate their heads, and use them wisely every day, and every passing minute sheds new splendor on their upward way; while some regard their heads as junk, mere idle knobs upon their necks; such men are nearly always sunk in failure, and are gloomy wrecks. I know a clerk who's served his time in one old store for twenty years; he's marked his fellows climb and climb—and marked with jealousy and tears; he's labored there since he was young; he'll

The European War

found us well prepared with raw materials and we should have no difficulty in taking care of our customers' needs at any time, but orders have been pouring in upon us in tremendous quantities by those wishing to protect themselves and, as all regular quotations upon raw materials have been withdrawn, we think it well that all dealers prepare for a shortage in some lines.

We will be glad to submit samples and "peace" quotations upon quantities, delivery of which we can guarantee.

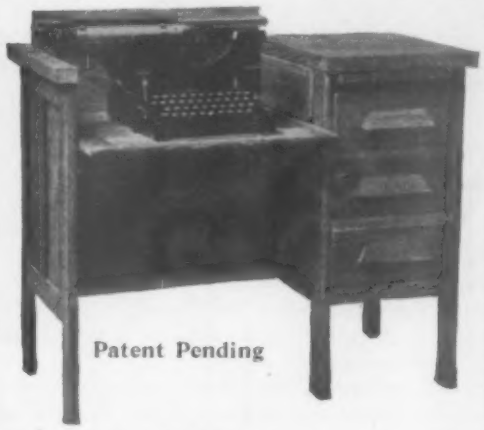
Columbia Ribbon & Carbon Mfg. Co.

69-71 Wooster Street
New York City

Also—212-213 Upper Thames St.
London, E. C. England

DEALERS MAKE $ $ $ $

By selling new office specialties of merit. Dealers already are making substantial profits selling



The New Marysville Drop-Head Typewriter Desk

This new device has been on the market just a few months, but it has been a winner from the first.

The drop-head mechanism is simple, rigid and noiselessly operated. When closed the desk can be used for clerical work the same as any flat top desk. Ample knee space is always provided.

DEALERS You can sell many of these desks in the next two months. Write us today and we will send you complete particulars by return mail.

THE MARYSVILLE CABINET CO., Marysville, Ohio, U. S. A.

THE HAND ADJUSTABLE BLOTTER

It blots as you write

Saves time, energy and expense. Gives perfect comfort, speed and satisfaction.

Simple—Durable—Practical.
Fully Guaranteed—Try for yourself.

PRICE, POSTAGE PAID:

Complete Holder - - - 50c each
100 Blotters, specially cut - 25c per box

DEALERS AND AGENTS: Write at once for trade discounts. A good seller to banks, insurance companies, accountants and all busy offices.

H. MARUI & COMPANY, 56 Stone St., NEW YORK, U. S. A.

Sole Manufacturers and Distributors

A DAY'S WORK PER HOUR BY IMPRINTING ADDRESSES AND RECORDS ON THIS

Don't copy mailing lists in addressing. Use a Montague $50 Addressor and Imprinter. Save money, promote efficiency, secure accuracy. A day's work accurately and neatly accomplished now in one hour.

If not satisfied with our Montague Type E Addressor and Imprinter after using for SIX FULL MONTHS in accordance with our printed guarantee, RETURN IT—NO COST TO YOU, except transportation.

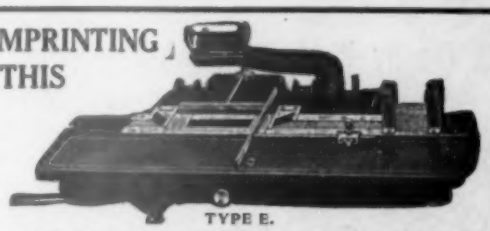
Whole Montague Family Uses Same Plates

—the Standardized Master-Record Plates, those made today exactly like those seven years old. Growth in business **never** necessitates change of plates—only increased capacity in machine.

The attached coupon, checked, will bring you interesting matter showing how others in similar lines of business are using a member of the Montague Family for

Building Business
Cutting Expenses
Getting Results

Montague Mailing Machinery Co.
Dept. V
Chattanooga, Tennessee



TYPE E.

$50 ADDRESSOR AND IMPRINTER

What will it do for you?

Print **typewritten addresses**—1500 per hour, with absolute accuracy.
Imprint **all routine records.**
Pay Rolls.
Salesmen's Lists.
Driver's Lists.
Lodge Notices.
Lodge Receipts.
Address Advertising Matter.
Shipping Tags.
Head Ledger Sheets
Statements
Invoices

Dept. V.
Montague Mailing Machinery Co., Chattanooga, Tenn.
Send details of six months' trial offer and give me an idea of how others use your machine in lines checked.

☐ Mailing Lists and Monthly Statements.
☐ Pay-rolls.
☐ Ledger Shs. and Invoices.
☐ Public Service Bills.
☐ Receipts and Notices.
☐ Insurance Forms.
☐ Laundries.
☐ Real Estate
☐ Publications.
☐ Ship. Tags.

Name .....
Street and No. .....
City ..... State .....

"CARRYING COALS TO NEWCASTLE"

would be about as useless as trying to tell the dealer in (or the user of) the Bushnell Line of

Expanding Envelopes, Wallets, File Folders, Pockets, Etc.

that a substitute line would serve his purpose as well.

Bushnell's "Paperoid" stands alone. Write us for proofs of our statement.

Alvah Bushnell Company
925-927-929 Filbert Street
PHILADELPHIA, PA.
"Special Goods a Specialty"

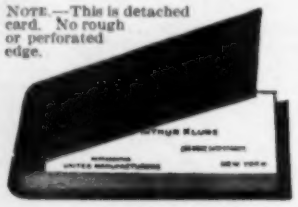
A Quality Card for Quality Men

PEERLESS PATENT BOOK-FORM CARDS WILL SAVE YOU MONEY

They will save you money over the cheapest card you can buy. They will not only save you money —THEY WILL MAKE YOU MONEY.

These cards are bound in books of twenty-five cards each, and DETACHED ONE BY ONE AS USED. Every card, and the engraving or printing on it, is protected by a tissue sheet bound with the cards. By a patented process of manufacture every card has an absolutely smooth edge when detached, defying detection under the most critical examination. Every card is clean, smooth, flat, unmarred and perfect when presented. No cards are lost nor thrown away because of soiling.

NOTE.—This is detached card. No rough or perforated edge.



Send today for sample and detach the cards one by one. Convince yourself that you MUST HAVE THESE CARDS. A mere examination is all that is necessary. Send today.

THE JOHN B. WIGGINS COMPANY
Engravers, Plate Printers, Die Embossers
Established 1857 **51-53 East Adams St., Chicago**

labor there till he is dead; he never rose a single rung, because he never used his head. I know a poorhouse in the vale, where fifty-seven paupers stay; they paw the air and weep and wail, and cuss each other all the day; and there they'll loll while life endures, and there they'll die in pauper's beds; their chances were as good as yours—but they never used their heads. O human head! Majestic box! O wondrous can, from labels free. If man is craving fame or rocks, he'll get them if he uses thee!

A NEW IDEA IN LOOSE LEAF MERCHANDISING.

An advance copy of Catalog "A," Wilson-Jones Binders and Systems, reached us just as this issue of Office Appliances was going to press.

Catalog "A" describes the new Jones Line of Current and Sectional Post Binders and Sheet Holders, together with DeLuxe Post Binders, Ring Books and stock systems.

It consists of 48 pages and cover. The illustrations are fine half-tones made from

wash drawings, and show up the splendid features of the new line to the very best advantage.

The Jones Line, as shown in Catalog "A," comprises the Jones Current Binders, Jones Keylock, Keyless Automatic Lock and Nonprotruding Sectional Post Binders, Jones Improved Files, Keylock and Keyless Lock, and Jones Style J. H. Sheet Holders.

In the new list the Jones Current Binder is shown in nine stock sizes and in two bindings—Pigskin and Corduroy and Pigskin and Iron Cloth.

The Jones Keylock and Keyless Automatic Lock Sectional Post Binders and

Jones Files are carried in 22 popular stock sizes with both 5/16 and 3/8 inch posts. The Key Lock and Keyless Antomatic Lock Binder are made in four grades of binding—Pigskin and Keratol, Pigskin and Corduroy, Pigskin and Canvas and Full Canvas.

All of these sectional post binders are made with metal hinges, the hinge lugs of which are interchangeable on corresponding lengths of binding sides. The binder covers will be made in standard sizes so that they may be interchanged with metals of various styles and grades. A metal part of a binder with 3/8 inch posts can be removed and a metal with 5/16 inch posts substituted, a Keylock metal may be changed to a Keyless Automatic Lock, a Protruding Post to a Nonprotruding Post, a Russia and corduroy binding to a Russia and canvas, or vice versa.

In fact, so well has the Wilson-Jones Company worked out this new idea of loose

leaf merchandising that it is stated that an investment of $100.00 in the new stock will be the equal of an investment of $300.00 in the old style binders with leather or canvas hinges.

There can be no question but that Jones Dealers will find the interchangeable cover feature a big advantage, in that it will enable them to make more prompt deliveries and to greatly reduce their transportation expense without increasing their investment in stock goods.

The Jones Keylock Sectional Post Binder has the same mechanism as the popular Jones Style J. T. Binder and the mechanism of the Keyless Automatic Lock is the same as that in the Jones Style J. D.

A new line of sheet forms for loose leaf ledger outfits has also been brought out. These sheets will be ruled and printed on a high grade buff ledger paper made by the Byron Weston Co., and will be treated by

the Jones Eureka Process to make them flat opening. They will be carried in six forms of ruling and in seven sizes. The new list prices for the Jones stock forms will be the same as the present list for De Luxe Flat Opening Leaves.

The price lists on all Jones Current and Sectional Post Binders in the stock sizes have been greatly reduced.

The Wilson-Jones Company announces

Actual Cash Produced

From material which formerly was considered absolute loss. This is the experience of users of

ALL STEEL Schick FIREPROOF

Baling Press

This press will take all of your scrap paper, rags, packing, etc., bale it and give it a high cash value. The SCHICK will pay a 100% dividend on the investment in a short time.

Less Fire Risks

The SCHICK press provides an absolutely fireproof receptacle for combustible scrap material. Its use as a protection against fire is worth its cost. Catalog A presents interesting and valuable facts. We want to present a copy of it to you free. We only ask that you send in your requests.

DAVENPORT MFG. COMPANY

DAVENPORT, IOWA

ANOTHER NEW TRUSSELL LINE

The

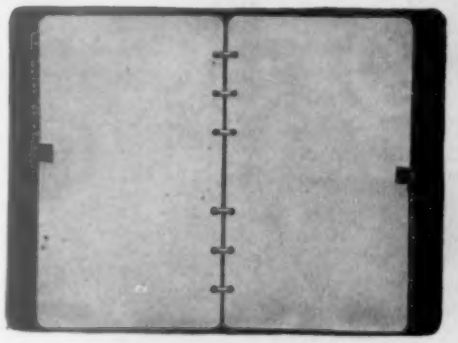
Triplicing SETS OF THREE RINGS

Memo

Prettiest and most durable metals made. Rings and plates of one solid piece of metal. Rings so spaced as to take sheets of other manufacturers.

These books are the most compact and have the greatest capacity for their size of any memo made.

See new Catalog No. 6

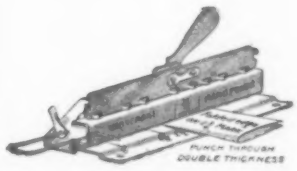


Trussell Mfg. Co.

Branch: 106-108 Fulton St., New York

10 N. Cherry St. Poughkeepsie, N. Y.

The "B&P" Universal Punch Press SIX-IN-ONE

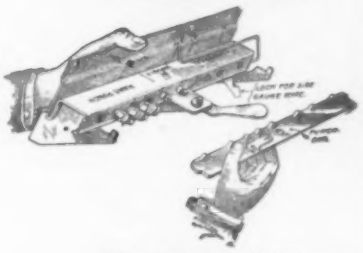


The Universal Punch

is a practical, simple and strong punch for office use, and one that the office boy can operate **quickly** and without fear of breaking.

There are three Standard Gauges of 3/16" Post Binders and three Standard Gauges of Prong Binders.

It Punches Them All



Notice the Simplicity This Shows Method of Adjustment

$1.75

BOORUM & PEASE

Loose Leaf Book Co.

MAKERS OF

"Standard" and "S & T" LOOSE LEAF DEVICES

MAIN OFFICE: 109-111 Leonard Street, New York

FACTORIES: Brooklyn, N. Y.— St. Louis, Mo.

A Desk That's Won Its Way

THE ENGLEWOOD JUNIOR

A Wonderful value at a wonderful price. Dealers tell us the **Junior** is a good leader—a quick seller—a profit maker. A sale often carries other goods with it. Repeat orders frequent.

Golden Oak or Birch

MADE of plain Oak or Birch. Top, panels and platform built up. 3 Drawers—Hardwood Sides. Extension arm rest. Combination lock.

SIZE 37" long by 30" deep. Ample knee room.

ENGLEWOOD DESK COMPANY

Factory 5816-20 Lowe Avenue **CHICAGO, ILLINOIS**

Makes Your Work Easier

By simply turning this easy ball-bearing wheel, the stand is adjustable to any desired height

Adjustable to any height and after easily and quickly and noiselessly moving the Adding Machine on its perfect rollers to any desired place or position, the Stand is held absolutely rigid by simply TRIPPING THIS LITTLE FOOT LEVER.

ADJUSTABLE TABLE CO.
GRAND RAPIDS, MICH.
Also from Adding Machine Agents & Salesmen

YOU WILL KNOW

Absolute Chair Satisfaction When You Know Our Line.

We manufacture a complete line of office chairs backed by over half a century of practical, experience and give the utmost in both quality and style.

All That You Can Ask of a Chair.

The cut shows one of our ideal office chairs made of highest grade selected quartered oak and finished either Golden Oak, Office Oak, Weathered Oak or Early English. Seats put together with Lindermann's wedged, dovetailed joint, insuring durability, and equipped with Gilson Mfg. Co.'s chair irons. Standing arm chair to match.

Get our catalogue and price list.

NICHOLS & STONE CO.
Established 1857.
Gardner, Mass.

Best Made and Best Known

is a strong combination that WINS and HOLDS CUSTOMERS

¶ Our desks are not thrown together to meet a price in construction, but are made to meet the highest standard required—the result of many years of careful planning for persistent betterment.

¶ Yourcustomerswill quickly recognize the true basic principles of making: quality and style.

¶ Best let us mail you complete catalogue showing full line. No matter what you want—we have it.

TELL CITY DESK COMPANY, Tell City, Indiana

its intention to put the Jones agents in a position to compete for loose leaf business, both on a quality and price basis. Plans are being made for an aggressive campaign of direct advertising, which will be announced to the trade about October 1st, at which time the new Catalog "A" will go into effect.

No change will be made in the present sales policy of the Wilson-Jones Company in handling the Jones Line which will be sold only through the exclusive agents of the Company.

OBITUARY.

John P. Ryan.

Another old time stationer passed away last month in the person of John P. Ryan, secretary of P. F. Pettibone & Co Mr. Ryan died on Saturday, Aug. 15, of heart disease. He had been ill only two days. Mr. Ryan had been connected with P. F. Pettibone & Co. for thirty-five years. He was one of the founders of the First Church of Christ, Scientist. He was sixty-three years of age.

Samuel Shaw.

Samuel Shaw, who was employed by the American Bank Note Company for forty-eight years, died early last month at his home in Brooklyn. Mr. Shaw was eighty-eight years of age. He was a native of New York City, and had lived in Brooklyn since he was a boy.

Albert W. Beilfuss.

Albert W. Beilfuss, of the stationery and printing house of Severinghaus & Beilfuss of Chicago, died at his home on July 30, of heart disease. Mr. Beilfuss had been under the care of physicians for about two months. He was born in Pomerania, Germany, September 14, 1854, and came to America with his parents in 1868, settling in Oswego, N. Y. He obtained his school education in Germany, and in this country learned the printer's trade. He reached Chicago in 1886, working for several years as a compositor, and later becoming the head of the firm of Severinghaus & Beilfuss. When that concern was incorporated he became its treasurer.

Andrew Voorsanger.

Andrew Voorsanger, a stationery dealer at 4083 Lancaster Avenue, Philadelphia, died last July at the Presbyterian hospital, after an illness of ten days. Death was caused by blood poisoning. For many years Mr. Voorsanger had been an active factor in the Lancaster Avenue Business Men's Association, and took a keen interest in the improvement of West Philadelphia.

Mrs. F. A. Kenny.

Mrs. F. A. Kenny, wife of the senior Western representative of the L. E. Waterman Company, died at her home in Berkeley, California. July 31. Her death resulted from heart disease.

?

Do You Trust Your Judgment?

Of course! The question is superfluous. Your success has been built on the results of your exercise of judgment. So, when a business proposition is put before you, you test it in the light of your knowledge and experience. It is that thorough test which we want you to apply to our claim that we offer you the most attractive proposition possible in our field of activities.

For our mutual benefit, a thoroughly-equipped modern factory turns out perfect

Ramer Remanufactured Typewriters

—the kind customers covet. An efficient order department and shipping department are prepared to fill your orders in the shortest possible time.

Ask one of the Ramer dealers what he thinks of the Ramer line as to quality and service. Then apply your own judgment to our proposition and we are sure you will vote it an irresistible profit-producer

Ask us for terms today.

WHOLESALE TYPEWRITER COMPANY

314-316 Broadway - New York, N. Y.

London: 136-137 Long Acre, W. C.

You Don't Need Both Hands and Both Feet

to operate the new

TATUM Automatic Aluminum SHEET HOLDER

Did you ever try to insert or remove sheets from one of the old style Holders? With the new TATUM AUTOMATIC it's easy. Locks open automatically for the insertion or removal of sheets. Closes with a firm pressure. No coiled springs or complicated parts.

Better Ask for a Sample Quick

Our new Loose Leaf Catalogue No. 31B. is brimful of other equally interesting devices.

Write for your copy *now.*

Fifty-five years of knowing how.

THE SAM'L C. TATUM CO.

Main Office and Factory: Cincinnati, Ohio

New York Office: 180 Fulton Street

Makers of "The Line of True Merit"

Our Aim Is To Please

We make a specialty of selling goods that are exactly as represented. In this way we help both our friends and ourselves. By supplying dependable goods we enable our dealers to continually increase the scope of their business and they are enabled to sell more typewriter supplies. Dealers in ever increasing number are handling

Crown, Globe and Pioneer Brands

Typewriter Ribbons and Carbon Papers

The reason is that they are enabled to give their customers the highest value for the money expended.

You can sell the Crown line of ribbons and carbons and make big money on it. Just to prove its worth, write us at once for samples. We shall be satisfied to abide by your decision.

Foreign inquiries solicited.

CROWN RIBBON & CARBON MFG. CO.
Rochester, N. Y.

BRANCH OFFICES: 206 Broadway, New York.
Century Bldg., St. Louis, Mo.

Direct inquiries to nearest office.

THIS PENCIL SHARPENER IS NOT A TOY—BUT A TOOL

And it is built like a fine piece of machinery—minutely accurate in all its adjustments—simple—strong—and so made that it will not break the pencil point. Tool steel—a special cobalt alloy—makes the cylinder cutters 100% efficient and long-lived. The teeth are deeply undercut—like a machinist's fine reamer—and are not easily dulled. The case is made of white brass and heavily nickled. It's a sturdy, good-looking little instrument that fulfills its purpose absolutely. Will accommodate any sized pencil. Minimize lost time—dirt—disorder—by getting a Stewart today.

It's a profit maker for the dealer. The discounts are generous—and the sales are large—made so by our efficient national advertising. It retails in America everywhere for

$3.50

For the Attention of the Manufacturer

AGENCIES WANTED.

Columbia, S. C.

A. Lee Jones has announced the opening of the Columbia Book & Stationery Company, Inc., with a store at 1536 Main street. Here the company will carry a full line of books, stationery, engraving, office furniture and supplies, and loose leaf devices. Mr. Jones is president and treasurer of the new company.

Philadelphia, Pa.

Harry B. Lewis, a stationery broker in the Builders' Exchange building, is reported to be about to open a retail store at 702 Arch street. He will purchase an extensive stock.

London, England.

The Cameron Sales Organization of London reports that there will probably be in Great Britain a market for many of the lines which were formerly imported from the countries now at war. The company sells to the trade and to the user direct and is now in the market for quickly selling lines suitable for the office appliances trade in Great Britain which the company's sales organization covers quite completely.

It is suggested that office appliance manufacturers whose lines are suitable for the British trade get in touch with the Sales Department, Cameron Sales Organization, Albion House, New Oxford street, London, W. C., England.

Manchester, England.

From Manchester also comes the report that now, since other sources have been cut off, England is looking to the United States for its supply, as the present inquiry suggests.

Lacon Brothers, Limited, 47 Cannon street, Manchester, England, wish to get into direct communication with manufacturers of adjustable and stationery perforators for letter files, staple presses, pin tickets, 22x30 colored letter-file manilas, and other articles in the letter filing and kindred branches.

Stationery and Desk Supplies.

Sealed proposals in triplicate will be received in the office of the Quartermaster-General of the Army, Washington, D. C., until 2 p. m., Eastern time, September 14, 1914, and then opened, for furnishing and delivering articles of stationery and desk supplies listed in Schedule No. 1, at the places named in said schedule. Information and schedules furnished on application to Depot Q. M., New York City, or to the Quartermaster-General of the Army, Washington, D. C. Envelopes containing proposals should be endorsed "Proposals for Stationery and Desk Supplies," and addressed to The Quartermaster-General, U. S. Army, Washington, D. C.

TRADE OPPORTUNITIES.

No. 13499. American Goods of Various Kinds.—An American consular officer reports that an arrangement has been concluded between his office and an import agents' association for the creation of a special department to deal with questions relating to export trade with the country in which he is located. Copy of the complete report giving further details of the arrangement can be obtained from the bureau and its branch offices.

* * *

No. 13613. Calculating machines and celluloid erasing shields.—An importing firm in Europe informs an American consular officer that it wishes to hear from American exporters of calculating machines which can be sold for $20 to $25 each; the same firm wishes to purchase a stock of celluloid stencils used when erasing typewriting. A sample of the stencil required accompanied the report.

* * *

The War and Exports.

The American Exporter in its special édition of August 4 gives the following interesting resume of export conditions as affected by the situation in Europe:

"Tremendous responsibilities and opportunities face the American manufacturer as a result of the European cataclysm.

"Germany is isolated, her merchant shipping idle, her manufacturers cut off from the world. France, England and Austria are but little less crippled.

"The world today looks to the United States not only for food, but for all kinds of gods and machinery necessary to civilization.

"Vast neutral markets of the world, including Latin America, the Orient, and even Australia, South Africa, etc., are today dependent upon this country for all sorts of goods heretoofre supplied by Germany and England.

"Every consideration compels the American manufacturer to face the situation calmly, deliberately and above all with inspired courage and indomitable will to give a good account of himself and his country's industrial fabric.

"Temporary disorganization of shipping, finance and insurance is only to be expected, but that is a matter of days. The increased demand and opportunity for American goods will be matters of months and years.

"The American flag will be restored to the high seas as a result of the withdrawal of Germany's.

"British ships will continue to run irrespective of war, relying on the enormous Birtish navy for protection.

"Italy has declared her neutrality, and all Italian lines will continue to run to the Mediterranean.

"Norway, Sweden, Holland, Belgium, Denmark and Spain remain neutral, and their shipping, aggregating 50 per cent more than all of Germany's, will be at the world's disposal.

"Latin American services will be maintained without interruption. By a fortunate coincidence the Panama Canal opened August 15, giving us a short route to the Far East.

"Cable and mail routes all remain open, but a copy of every letter sent abroad should be forwarded by a diherent boat as a precautionary method.

"The withdrawal of the fleets of the Hamburg-American and North German Lloyd lines has created such a sensation that quite an erroneous impression has been gained.

"The Atlantic is by no means stripped of ships to carry American goods. There has been no delay of mail and not a single British line has cancelled a sailing except the Cunard, whose boats will probably be used as rBitish transports.

"German ships have been forced to lie up because of the inability of the German navy to protect them.

"rBitish boats, on the other hand, apparently mean to maintain all schedules between the United States and neutral ports, relying on the protection of the British navy. It is self-evident that England must keep the North Atlantic open at any cost.

"As regards the North Atlantic, under any conceivable contingency, there still remains the American, Red Star, Holland-American, Scandinavian-American, Norwegian-American and other lines under neutral flags.

"Italian lines are maintaining their schedules to the Mediterranean with no prospect of any interruption.

"Norway has an enormous merchant tonnage, and scores of British ships could be immediately sold to Norwegian steamship companies and run under that flag, and her tramps could also be chartered by the regular lines.

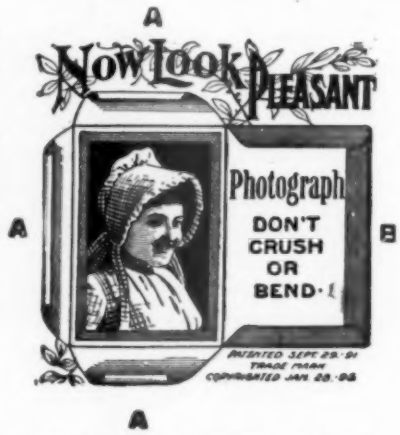
"As regards service to Latin America, the Ward line to Cuba and Mexico flies the American flag. So do all lines to Porto Rico. Also the Panama steamship line. The United Fruit line, the American-Hawaiian and U. S. and Brazil lines, the Merchants' line, the Barber line, Norton line and U. S. and South American line are all American owned and some of the boats are American. The Brazilian Lloyd flies the Brazilian flag. There would not probably be any disturbance of any consequence whatever so far as transportation facilities to Latin America are concerned.

"The Panama Canal opens on August 15, providing a direct route from New York to the Far East, Australia, etc. Several of the lines running there are now owned in the United States. Others operate Norwegian ships under charter. On the Pacific coast two lines to the Far East fly the American flag, others the Japanese, and a number of cargo boats are American owned"

WATCH YOUR BUSINESS!

I was the *First* one to *Put Them* on *The Market.* What? An Envelope to mail Photographs, Fancy Cards, Etc. When? Over *22 Years Ago.* Have you forgotten or *don't you* know about them? If not write for samples, prices and full particulars to headquarters. H. C. Lavette, 224 S. Jefferson St., Chicago, Patentee and Sole Manufacturer of Lavette's Patent Photo Mailing Envelope. For sale by all up-to-date jobbers.

Telephone 6778



These envelopes are composed of fine 60 lb. Manilla paper, reinforced by two separate pieces of pulp board, one on each side. The cut represents the envelope open with photograph laid in. Fold over back marked B and seal with gummed laps A.

The ADDING MACHINE

(By Special Correspondence.)

Detroit, Mich.

Harry E. Watson, assistant head of the machine record department of the Burroughs Adding Machine Company, surprised his many friends when he announced his marriage to Miss Prudence Orr of this city on January 1, 1914. The young couple spent their honeymoon at "The Pines," Lake Huron, Port Huron, Mich. On returning they will be "at home" with the bride's parents.

* * *

Miss Alda Tyson McDonald, who was formerly an employe of the Burroughs Adding Machine Company, has decided on a dramatic career. Her graduation recital, given in the E. B. R. hall, Detroit Opera House block, on the evening of June 15, proved to her audience that she has considerable ability in the line she has chosen. Her friends wish her every success.

George Brown, the well-known athlete, resigned his position in the consignment department of the Burroughs Adding Machine Company on June 27 and now has his name inscribed on the payroll of the city tax office. "George" will enter the University of Michigan in the fall and we look forward to hearing more of his success in athletics while wearing the maize and blue.

* * *

On Sunday, June 21st, John J. Scanlan, chief inspector of Wilmington service station of the Burroughs, succumbed to the arrow of Dan Cupid, and was married to Miss Sarah Morton of New York City. The wedding took place at St. Paul's Church, Park avenue, New York, after which the young couple left on their honeymoon.

Fair Haven, N. J.

It is stated that Arthur Mueller expects to organize a company to sell the new German adding machine patented by Michel Baum of Munich, Germany. The machine is small and compact and can be operated upon a ledger sheet. It is very likely the war in Europe will delay this matter for some time, until German affairs have settled back into their usual routine.

Lima, Ohio.

J. C. Butcher, salesman of the Burroughs Toledo office, in charge of the branch at Lima, Ohio, has just purchased a new Overland touring car. This makes the third car for the Toledo office. Mr. Ward has an Overland touring car and Mr. Andrews has an American Traveler.

* * *

H. Grob, formerly inspector in the Toledo office of the Burroughs Adding Machine Company, has just been promoted to the position of chief inspector of the new Lima service station at Lima, Ohio, part of the Toledo territory.

* * *

Oakland, Cal.

A report from Oakland, Cal., says work is to begin at once on the new factory of the Marchant Calculating Machine Company, to be erected at a cost of more than $50,000 on Fourth street, near Stanford avenue. Other buildings will be erected later. The capacity of the factory, however, will be 300 machines a month from the start. The site is 400 feet square and will be occupied by a one-story glass roofed factory of reinforced concrete.

San Francisco, Cal.

W. W. Erskine, western sales agent for the Dalton Adding Machine Company, recently secured the agency for the Mercedes calculating machine, the exhibition of which attracted special attention at the Prague business show the latter part of June. He received a shipment of these machines before the war broke out, and expects to place a large number of them in this district, when his orders can be filled. He reports a very good month's business in Dalton machines, especially in southern California and Arizona.

* * *

D. W. Saxe, district manager of the Burroughs Adding Machine Company, has just returned from a three weeks' trip in the northwest. W. J. Healy, new office manager at this branch of the Burroughs company, has things well in hand now and considers prospects bright in this section.

* * *

Grant H. Shannon, head of the company which was organized a few months ago to take charge of the sale of the Comptograph adding and computing machine for California, divides his time among the various offices of his company, the principal one of which is located at 112 Market street, San Francisco. He is here for a short stay now, after a trip to Los Angeles.

Account For EVERY Labor Minute

Here is the one logical method of keeping an accurate account of when you receive and when you send out letters, orders, contracts, jobs, etc

It will avoid all disputes, as it records every minute of the day and night.

Follett's NEW MODEL **Time Stamp**

Absolutely automatic, requires no attention and is the only POSITIVELY ACCURATE register on the market.

Liberal proposition to live and responsible dealers and agents.

Full information cheerfully given

FOLLETT TIME RECORDING COMPANY
671 Hudson Street NEW YORK CITY

WHEN? HOW? WHERE?

GRAFFCO VISE SIGNALS

solve the question—*at a glance*. No need to waste an instant in making entries or turning leaves—the little signal shows you the prospect you should write *today*—every other card is instantly *identified* for attention now or at a certain future time.

Made in twelve enameled colors—can be attached to the tops of your present index or card system.

They follow up inquiries—classify customers and accounts—trace work in every department, and *cost* but *little*. For sale by Stationers everywhere.

Send today for free samples

George B. Graff Company
294 Washington St., Boston, Mass.
Manufacturers of Steel-Tye Envelopes, Expanding Envelopes and Wallets.

"SIMPLEX" INK TABLETS

Please Particular People

THE REASON WHY will be plain when you try them.

Clean, Compact, Convenient, Reliable, Economical

A SUCCESSFUL TABLET INK

Better Prices to Consumers. Better Profits to Dealers.

Colors—Blue-black, Red, Green, Blue, Violet, Black.
Packed in Gallons, Quarts, Pints and Half-Pints.

Write for Samples, Literature and Prices.

THE "SIMPLEX" INK COMPANY
2178 E. 76th St., CLEVELAND, O., U. S. A.

A New Eye Shade

As Light as a Feather

Made of celluloid, bound all around, buckles in the back—no pins to catch in the hair.

This shade positively protects the eyes from troublesome side lights which so often result in eye disorders.

Retail Price 25 Cents

ASK YOUR JOBBER FOR THEM
SOLD BY ALL FIRST-CLASS JOBBERS

CHICAGO EYE SHIELD CO.
134 South Clinton St. CHICAGO, ILL.

MORTON'S ODORLESS TYPEWRITER OIL

The world's best lubricant for Typewriters, Adding Machines and all delicate machinery Chemically pure, gumless and colorless. Write to-day for free sample and prices.

MORTON MFG. CO.
Louisville, Ky., U. S. A.

Export orders given careful attention.

Simple in Construction. Simple to operate. Results always satisfactory whether type or hand-written circular. Neat, clean, compact.

The Lineograph DUPLICATOR

Lineograph machines are sold without restriction regarding supplies. However, we make the best scientifically adapted materials and are not bothered by outside competition. Send for prices and descriptive booklet.

Agents and Dealers Wanted.

The Lineograph Company
Makers of Duplicators and Supplies
112 Fulton St., New York, U. S. A.

YOUR OWN BRAND

A dealer's private brand on a meritorious article which he is selling is a valuable asset. It is an effective advertisement for his business and gives prestige to all other lines he carries.

This is especially true in the ribbon and carbon business. The market is full of inferior brands which look good and sell at low prices but fail to give the service that is required.

Put in a stock of typewriter ribbons manufactured by us and put up under your own brand and you will secure a profitable trade for your ribbon department. The ribbons are made carefully and actual tests prove that they give entire satisfaction. They are durable and sharp in color, and when once your customer uses them he will want more of the same kind.

FIRST, write us for samples and put them to the most difficult tests. Your order will follow.

U.S. Typewriter Ribbon Mfg. Co.,
Sansom & 8th Sts.,
Philadelphia, Pa.
CABLE ADDRESS—MUSTR.

The TYPEWRITER

(By Special Correspondence.)

Bridgeport, Conn.

It is stated that the Yost typewriter works at Bridgeport which closed down during their annual vacation, which is the custom of the company, will soon reopen. The European war interfered with the Yost output, which accounts, it is said, for a slight delay in reopening the factory.

Chicago, Ill.

J. H. Newport, a well known typewriter man of New York City, has been transferred to Chicago, where he will have charge of the Central States territory for the Victor Typewriter Company. His headquarters will be at Chicago, from whence he will cover the several states under his jurisdiction.

* * *

The Eckland Typewriter Company has been organized with a capital of $5,000, to buy and sell typewriters and office supplies. C. J. Eckland, E. O. Eckland and C. H. Mahoney are incorporators.

* * *

The Corona Typewriter Company has moved its local office from the People's Gas building to the Otis building, 12 South La Salle street, where a salesroom has been opened by Lytle & McCormick. Here they have a large and attractive window and are making interesting exhibits of Corona machines and accessories.

* * *

The Chicago office of the Blickensdorfer Typewriter Company has moved to 109 North Dearborn street, fifth floor, where roomy offices have been leased and fitted up overlooking Dearborn street.

Des Moines, Iowa.

H. L. Godfrey, formerly a dealer for the Royal Typewriter Company at Des Moines, has been made manager of his company's branch office in that city.

Frankfort, Germany.

Thomas Crean of the Remington Typewriter Company was at Frankfort, Germany, at the outbreak of the war.

Kansas City, Mo.

C. B. Koerner, formerly a salesman at the Kansas City branch of the Royal Typewriter Company, has been made manager of that office.

New York, N. Y.

General Manager Garfield of the American Writing Machine Company recently returned from a trip to Europe. He suffered no little trouble in getting passage home. Mr. and Mrs. Garfield with their daughter returned home on the steamship Cedric.

* * *

Several well known typewriter men were in Europe at the outbreak of the great war. These included John Underwood, president of the Underwood Typewriter Company, and Messrs. Joerissen, Strauss and Eachel, manager of John Under & Co. Neal D. Becker, president of the Hammond Typewriter Company, was detained in Copenhagen, Denmark, and owing to the war was unable to get away.

* * *

C. Walter Knox, Jr., who went to South Africa recently in the interests of the Royal Typewriter Company, has established several excellent agencies in that part of the world, and is about to return home.

* * *

Geo. F. Watt, president of the Elliott-Fisher Company, is reported to have secured passage from London on the steamship St. Louis. He is probably at home by the time this item goes to the press. Geo. Ed. Smith, president of the Royal Typewriter Company, is at present in London. R. M. Gano of the Victor Typewriter Company, who went abroad about two months ago, is reported to have reached London.

San Francisco, Cal.

F. W. Aust, local branch manager of the Underwood Typewriter Company, made a trip east the past month, the principal object of which was to attend the national convention of managers of this concern at New York.

Santa Rosa, Cal.

H. J. Waters, who recently bought out Temple Smith in Santa Rosa, Cal., is making a specialty of rebuilt typewriters.

Scranton, Pa.

There is a strong movement on foot among business men of Scranton to induce the Victor Typewriter Company to move its factory to that city. The Scranton Board of Trade is making every effort to secure this industry for that city.

Quigley DESKS

A New Catalog

1914 - 1915

Covering line of Roll Tops, Flat Tops, Typewriter Cabinets, Tables, Stands and School Desks.

Manufactured in Quartered Oak and Imitation Mahogany.

Catalog to Trade Only
Ready Sept. 15th
Get a Copy

The Quigley Furniture Co.
Whitesboro
N. Y.

Quigley DESKS

How many business men would pay double postage?

Every business man in your town whose office is not equipped with

The EDISON DICTATING MACHINE

(Prevent Substitution, Specify "Made by Edison")

is permitting as great a waste as if he let his office boy put two stamps on every letter. He is paying twice as much to have his letters written as he ought to.

Men don't realize this. You can profit by telling them that the Edison will save their time in dictating, reading and revising letters. It will save their stenographers' time now wasted in putting down notes and deciphering them. It will save their office boy's time in letting the mail be sealed and stamped in odd minutes instead of all at once at the end of the day.

Men pay salaries not for time, but for what time produces.

We still have some territory open. If you want a line that lets you approach a prospect with a definite saving proposition like this, let us send you our "Edison Plus" booklet, which explains our proposition to prospective distributors.

Thomas A. Edison
Incorporated.

205 Lakeside Ave., Orange, N. J.

Los Angeles, Cal.

There is an opportunity here for good, live, adding-typewriter salesmen," says G. H. Seward, president of the Business Equipment Sales Company, of Los Angeles, Cal., and local district manager for the Ellis Adding Typewriter Company, Newark, N. J. Mr. Seward is preparing for a lively fall campaign in which he will feature some of the new models which the Newark, N. J., factory has produced.

Syracuse, N. Y.

The Typewriter situation in Syracuse on September 1st, is much brighter than expected. While the war has had the effect of curtailing the shipments of typewriters in the war zones, it has not stopped the shipment of machines for South America.

The Lackawanna R. R. local officials have received advices to accept machines by way of port of New York.

Through the ship registry act just passed by Congress steamship companies have opened commerce with the foreign nations, particularly with the South American countries and the return to activity is hailed with delight by the manufacturing people as well as the railroads.

The Smith Premier and Monarch plants were closed down for the annual two weeks' vacation which ended on August 17th, when the conflict abroad put a partial stop to typewriter business, and did not at once resume operations on account of the war, but later on advices were received from the home office to resume operations on a smaller scale to take care of the orders now on hand and on August 31st the plants were again running.

The Smith Premier Company has received from its San Francisco office the first consignment of machines sent by way of the Pana Canal to be remanufactured.

The time usually taken by the water route has been thirty-six days which has been shortened by way of the canal to eighteen days to Los Angeles, which means twenty days from Syracuse. The rates are far below the rail rates and about one-half the former rates by water.

* * *

Clarence E. Truck is some golf player as well as typewriter aligner at the Monarch Typewriter Works. On August 23d Mr. Truck played against Duncan Thomson for the possession of the B. G. Lake president's cup, the competition for which has been conducted the past season by the Burnet Park Golf Club. Only after a strenuous twenty-hole contest was Thomson forced to accept defeat, the match being the best contested on the public course this season.

* * *

L. C. Smith Brothers' Typewriter factory outing was recently held at Owasco Lake, twenty-five miles from Syracuse. There were seven athletic events on the program, prizes being given to the first three in each event. C. T. Chapin gave an exhibition of fancy swimming and diving. Over 1,000 went to the lake by trolley and spent a joyful day.

* * *

The estate of the late Monroe C. Smith was estimated at $500,000 when the will was offered for probate of July 30th. The estate goes into a trust fund to be held by his brothers, Wilbert L. and Hurlbut W. Smith, and the income is to be divided equally between the widow and two children. This provision remains until each of the children reaches the age of 30 years, when separate disposition of their shares is made, but the widow gets a life use of the income of one-third of the entire estate, besides the life use of the homestead at 513 West Onondaga street. Harvey M. Smith, the son, is employed at the L. C. Smith & Brothers' factory and the share he will inherit when he reaches the age of 30 years will probably be left in the company as will the rest of Mr. Smith's holdings. Mr. Smith's personal property was given as unknown although his share in the L. C. Smith & Brothers' Typewriter Company was valued at $300,000, market value now, he having held one-fourth of the stock in the concern, as did each of the brothers at the time the company was formed.

Wilmington, Del.

The Typewriter Development Company has been incorporated here with a capital of $50,000. The company will manufacture and deal in typewriters. C. G. Sholes, F. C. Field and J. Saulsbury, all of Wilmington, are the incorporators.

NEW OFFICE CONVENIENCE.

Plew & Motter Co., Chicago, Ill., certainly believes in economy of time as an asset to any business man. This company has brought out this new correspondence tickler, with a claim that it is the only follow-up system in existence which enables one to locate immediately any file of correspondence either by follow-up date or alphabetically and without the use of second carbons, index cards and the like. The system consists of a set of thirty numbered metal tip guide cards in a strong, handsome cabinet, the latter made in three different styles: binders board (cloth covered), weathered oak and laminated steel.

THE "SATELLITE" TYPEWRITER STAND

DEALERS

There Are Big Profits in This Business for You

As an illustration, The Larkin Company, of Buffalo, placed their initial order for only two "Satellite" stands. A few months later they placed orders for nine. In another month or two they ordered 100. They are now using 354 "Satellite" stands.

THE REASON

The "SATELLITE" Adjustable Stand increases the efficiency of typewriter and operator 100 per cent.

A typewriter on a "Satellite" stand can be placed in position best suited to the operator. The stands can be easily moved at will to get the best results from lighting and other conditions. When the machine is not in use it can be pushed aside, thus allowing use of all parts of the desk for other purposes.

The "Satellite" Adjustable Stands are made of metal and are practically indestructible.

We make strong claims for the "Satellite," but we can prove them. We know what it will do. The stands have been demonstrated in thousands of offices and have made good every claim. Many of the largest concerns in the country have placed trial orders for "Satellite" stands and followed them with repeat orders for larger quantities, just as the Larkin Company did.

Any dealer who will take hold of this line and push it intelligently and vigorously will find this one of the best sellers and profit makers he has ever handled.

WRITE FOR OUR PROPOSITION

Adjustable Table Co.
Mt. Vernon Ave. & G.R. & I.R.R.
Grand Rapids, Mich., U.S.A.

The ONE Dustproof Typewriter Desk

When the HART TYPEWRITER DESK is closed, dust cannot reach the typewriter. It not only makes the work more pleasant for the stenographer but saves the wear of grit on the machine.
The desk drawers are mouse-proof and dust-proof.

HART'S PATENT HINGE

is a part of each typewriter desk we make. It is a self-locking device which eliminates the necessity for a counter balance on the typewriter platform which cannot tip regardless of the weight placed upon it or how the weight is distributed.

BUY ONE NOW
And Place It On Display

It will be a magnet for many orders.
Catalogue and complete proposition gladly mailed upon request.

HART MANUFACTURING COMPANY
520 North Main Street, FINDLAY, OHIO

The Crystal Ink Eraser

Crystal

Dust Brush

An Advance in Office Efficiency

An eraser that overcomes all objections and is durable and well made.

Erasures are quickly and surely made without injury to the finest paper.

A Dust Brush which makes its use sanitary and clean.

Appreciated by and indispensable to all Office Employees.

Buy the best and save trouble, fully guaranteed.

A liberal proposition to dealers and agents. Write today and handle the best seller.

THE CRYSTAL MFG. COMPANY, Larned Bldg., Syracuse, N. Y.

A Reasonable Reason

ONE Typewriter Ribbon may wear long—another give excellent service for a short while. An efficient, satisfactory, profitable Ribbon for the Consumer is that which gives the **greatest satisfaction** for the **longest time.** Twelve years of successful catering to the most exacting trade have enabled us to produce a line of Ribbons uniformly high in quality, giving the maximum of good service.

These are Ribbons upon which we stake our reputation—you can't afford to stake yours on less. Let us send you samples and trade prices. Our proposition will interest you.

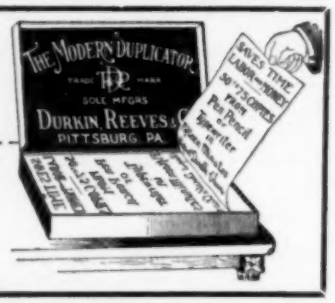
CANODE & HUNT MFG. CO.
Rand McNally Bldg. Chicago, U. S. A.

The "Modern" Duplicator

Contains no GLUE OR GELATINE
It is unaffected by heat or cold.

You can make FIFTY DUPLICATE COPIES from every letter you write with pen and ink, pencil or typewriter. Or copies of Music, Maps, Drawings, etc.

Duplicators complete $3.00 to $7.00 according to size. Exclusive Agencies Wanted Everywhere. Some good Foreign Countries still open. Liberal commissions. Write us.



O. P. DURKIN, REEVES & CO.
339 Fifth Avenue, Manufacturers Pittsburgh, Pa.

L. NELLEMAN
Successor to L. Rosenthal
31a Nanking Road, Shanghai (China)
Dealer in Typewriters and Accessories, Office Appliances, etc., with large and attractive show windows, situated in the center of the business section of the city.
Open for Novelties as Sole Agent

Louis Fournier-Forquignon
TYPEWRITER DEALER
34 Rue des Petites-Ecuries
PARIS, FRANCE
is in the market for typewriter specialties and allied supplies for office use.

STATIONERY NEWS

(By Special Correspondence.)

Boston, Mass.

Creditors of the old firm of Hooper, Lewis & Co., which went in bankruptcy about three years ago, last month received a final dividend of one per cent on their claims. This settlement is different from the assignment of the reorganized firm of Hooper, Lewis & Co., Inc., during the early part of the year. R. A. Rebahm is the assignee and this failure has already netted the creditors four per cent, with a probable further dividend coming.

Branson, Ark.

It is reported that the Gulf Red Cedar Company which recently leased the pencil slat factory of Branson, started the plant early last month. It is reported they have plenty of cedar for a long run. The plant will employ about twenty people and has heretofore been operated by the American Pencil Company.

Buffalo, N. Y.

On August 3, fire in the top floor of the Hotel Robbins at 9-11 West Huron street, caused a damage of $25,000 to the building and of $2,000 to the stock of Besser's stationery store at Main and Huron streets.

Chicago, Ill.

Charles E. Pelton of the Crescent Brass & Pin Co. of Detroit, paid a visit to Office Appliances recently in the course of a trip through the middle western states.

* * *

The firm of Thomas & Speaker, manufacturers' agents for stationery supplies, etc., have been very successful since the opening of their office some months ago at 1531 Republic building. B. M. Thomas, it will be well remembered, has for years been stationery buyer at the Fair, while A. H. Speaker, his partner, was with A. C. McClurg & Co. for five years.

* * *

The Opalla Manufacturing Company of Chicago is marketing a number of new devices, including a new ink stand and several loose leaf books.

Lahore, India.

Pundit N. Godebole, professor of chemistry in the Dyal Singh College, Lahore, has been experimenting for several years with Indian material for pencil making. This includes the lead and the wood. He is now planning a factory in the Punjab. American merchants interested may address him at the college. Correspondence may be in English.

Macomb, Ill.

Burglars recently stole more than five hundred dollars' worth of goods from the store of F. G. McClellan at this place.

Boston, Mass.

Adams, Cushing Foster, Inc., have recently sent out notices of the incorporation of the old firm of Adams, Cushing & Foster. The officers of the new corporation are W. F. Cushing, president and treasurer; T. D. Foster, vice-president; G. L. Davis, assistant treasurer, and W. M. Bigglestone, clerk. Having a renewed lease of their present location they contemplate making a number of changes in the interior and exterior of the store which will make it one of the attractive spots along stationers' row. The company has just completed its contract for the fitting out of the Argentine battleship "Riverdeira" with all its stationery requirements. This battleship was built at the Fore River Ship Yards, Quincy, Mass., and is of the most modern type of sea fighters. The securing of this contract by a local stationer was a worthy achievement and speaks well of the possibilities of obtaining business in this direction in the future as many of the largest ships traveling the seas are built at the Fore River plant.

Newark, N. J.

A. W. Faber, of Newark, N. J., one of the leading lead pencil manufacturers of this country, with factories at Newark, N. J., at Stein and Geroldsgruen, Germany, and Noisy-le-Sec, France, as well, and warehouses in Stein, London, Paris and Berlin, has issued the following in the form of a printed card to its patrons in the United States:

"Owing to the political situation in Europe, all shipments from my factories in Germany have been suspended for an indefinite period so that I will be unable to replenish my Newark stock.

"Under the circumstances, I am compelled to withdraw herewith all special prices.

"Kindly take note that all goods purchased from

Newark stock will be charged at catalogue prices, less the usual trade discount.

"The prices on rubber goods are subject to change without notice."

It is reported that Mr. Henry Fera, Jr., expects to return to the United States on the steamer Noordam, which sailed from Rotterdam on August 15. Mr. Fera intended to sail on the steamer Imperator from Hamburg on July 31, but was detained in Hamburg when the war broke out.

New York, N. Y.

John Cassidy, a blank book manufacturer at 221 Fulton street, has filed schedules in bankruptcy showing liabilities of $19,173, and assets of $26,417. The assets consist of a plant valued at $25,000, accounts of $1,414, cash in hand $3.00.

* * *

The Morse Index Card Company, Inc., has recently received its charter and will engage in the sale of office supplies and in the advertising business generally. The incorporators are Russell P. Morse, Westfield, N. J.; Lemuel W. Morse, 22787 Hudson boulevard, Jersey City, N. J., and Arnott N. Pressinger, Hotel Colonial, New York. The company is capitalized at $10,000.

* * *

The Corporation of Mayfair, dealers in toys, stationery, etc., has leased an additional store in the building at the northeast corner of Fifth avenue and Fifty-second street. The lease is for a term of ten years with an actual rental of something over $20,000. The store has a frontage of about twenty-five feet on the avenue with an entrance on the street.

Philadelphia, Pa.

Harry B. Lewis, a stationery broker in the Builders' Exchange building, is reported to be about to open a retail store at 702 Arch street. He will purchase an extensive stock.

Phoenix, Ariz.

The McNeil Company of Phoenix, Ariz., is preparing for a business show the second week in November during the time of the state fair in that city, which will be very comprehensive in its scope, being accompanied by an extensive advertising campaign. A feature in connection with the fair will be a sixteen-page supplement to a leading local paper published on November 1, devoted exclusively to the advertising of the stationery and office supply line handled by the company. Manufacturers and distributors are being asked to co-operate with the company in making the show a success, by contributing to the advertising matter in its supplement and having representatives present at the store.

San Francisco, Cal.

Albert F. Schwabacher of the Schwabacher-Frey Stationery Company returned a short time ago after an extended trip. He left here in April; was married a little later in New York, and then made a tour of the Orient with his bride.

* * *

The new Schwabacher-Frey building is sufficiently far advanced now for the company to anticipate moving by the middle of November.

* * *

C. H. Crocker, president of the H. S. Crocker Co., has just returned from Detroit, Mich., where he went to purchase a yacht. It is reported he will have one of the finest vessels of its kind in the San Francisco Bay.

* * *

I. O. Upham of the Isaac Upham Company is believed to be somewhere in the European war zone. He was traveling in Russia, when last heard from several weeks ago.

* * *

Traveling Representative H. L. Hewson of the Joseph Dixon Crucible Company, covering the northwest, left recently for his territory after a two weeks' vacation in this city.

* * *

G. O. Hall of the Hall & Smith Company returned recently from a month's automobile camping trip in the Sierras.

* * *

The Blackstone Ink Company of San Francisco is soon to establish a plant in Alameda on the east side of San Francisco Bay, according to the announcement of the East End Improvement Club. The ink company will have a three-story factory near the north end of Oak street.

* * *

A line of inks, paste, etc., made by the H. Edwards Manufacturing Company of this city, has been put in by Dixon, Fish & Co., leading commercial stationers on California street.

* * *

Troy, N. Y.

It is reported that a fire which destroyed the plant of the Troy Standard Press last month, damaged the stock of Thomas L. Griffin, a leading stationer, to the extent of $12,000. This loss is reported to have been covered by insurance.

NOT OVER THIRTY DOLLARS 30

The Protectograph

Over 200,000 leading banks and business houses in all lines use and endorse the Protectograph principle of protection. "Satisfied Users" make Protectograph sales.

Look for the name "Todd" on the name plate.

G. W. TODD & CO., Mfrs., 1129 University Ave., Rochester, N. Y.

World's Largest Makers of Check Protecting Devices

THE REWARD OF MERIT

The U. S. Government has selected the TRINER "ALLSTEEL" 100-lbs. Beam Platform Parcel Post or Shipping Room Scales for the equipment of the parcel post service.

30,000 TRINER "ALLSTEEL" SCALES

have been installed in the different post offices throughout the country. It means that unprejudiced and competent judges made a selection that should be a guide to anyone who uses parcel post or shipping room scales and who wants the best. The "ALLSTEEL" is constructed with the beam below the platform which permits the accurate weighing of any shape or size of package—whether a letter or an automobile wheel. The rate computing chart is so arranged that it can be changed by any one.

ORDER THROUGH YOUR JOBBER

Price $20.00 Each

Write us for descriptive matter.

TRINER SCALE & MFG. CO.

2714 W. 21st Street Chicago, Ill.

MANUFACTURING FOR THE TRADE

We manufacture all sorts of special metal goods at rock-bottom prices. If you have any article you wish manufactured let us be your factory. We are excellently equipped to turn out such work at lowest possible cost and can take all the manufacturing troubles off your hands. We are also prepared to design devices to meet new needs, or perfect old ones.

ALSO

We make a specialty of manufacturing BOARD CLIPS and ARCH FILES with wood, metal or fibre boards for the stationery trade under their own imprint. Get our prices before buying through the usual channels.

THE C. SPIRO MFG. COMPANY New York City

We Can Do Your Manufacturing

We are equipped to design, develop, make dies, jigs, etc., and manufacture your article at a minimum cost.

A corps of well trained mechanics at your service.

Write us for quotations

AUTOGRAPHIC REGISTER CO., HOBOKEN, N. J.

THE AMERICAN FOLDER

— NO TAPES —

GREATER SPEED, ACCURACY AND VARIETY OF OUTPUT OF BOOKLETS, ADVERTISING MATTER, CIRCULARS, ETC. ALL GRADES OF PAPER ALL STYLES OF FOLDS

WRITE

THE AMERICAN FOLDING MACHINE CO., WARREN, O.

"CADO" LOOSE LEAF FOLDERS

WITH THE

Flexible, Lie-flat Rings

The greatest "Efficiency" advance in vertical file methods developed in years — A Security Folder which enables the file clerk to file correspondence in one-tenth the time required by spike or tension folders.

Rings lie perfectly flat when not in use — Folder only one-thirty-second of an inch bulkier than the contents.

PRICES

CAP		LETTER	
Sq. Cut—Tabbed		Sq. Cut—Tabbed	
Per hundred		Per hundred	
$4.15	$4.25	$4.00	$4.10

INVOICE
Sq. Cut—Tabbed
Per hundred
$3.60 $3.70

DEALERS GET SAMPLES IN THE HANDS OF YOUR SALESMEN AT ONCE—YOU WILL REAP A HARVEST OF ORDERS

Write for Sample, Circulars and Trade Prices

The Cushman & Denison Mfg. Co.
240-242 West 23rd St., New York, U. S. A.

The Chicago Glass Desk Pad

FOR THOSE WHO DEMAND THE BEST

Consists of plain or beveled glass on leatherette pad. Glass easily raised to insert memoranda without sliding on desk. Provides smooth, hard sanitary writing surface, protects the desk, and improves appearance of the office.

Prices $3.00 to $7.00

Attractive terms to dealers

Chicago Mirror & Art Glass Co.
(Established 1890)
216-220 N. Clinton St., Chicago

GREIR

Typewriter Papers

MADE IN THREE GRADES

To meet the various requirements we make these papers in three grades, with several thicknesses in each grade.

Each of the three grades is distinctively water-marked.

We want reliable, competent dealers in each city, as sales agents.

Write for sample book.

MANUFACTURED BY
Greir Typewriter Paper Company
1213 Arch Street
PHILADELPHIA

PATENTS

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Send your business direct to Washington. Saves time and insures better service.

Personal Attention Guaranteed
25 Years' Active Practice

Specialty: Typewriting and Adding Machines

Address, **E. G. SIGGERS**
Suite 33, N. U. Bldg., Washington, D.C.

FINE GOLD PENS

Pens for fountain pens and imprint work a specialty.
EXPORT TRADE DESIRED.

Manufactured by
ACME GOLD PEN CO.
ESTABLISHED 1884
35 Ann Street, New York

Other OFFICE MACHINES

(By Special Correspondence.)

Chicago, Ill.

M. B. Locke is doing some special work for the Duplicator Manufacturing Company and is using as his headquarters the Chicago offices of the company in the Monon building.

Honolulu, Hawaii.

The Office Supply Company, Ltd., manufacturers' agents, who handle the Remington, Monarch and Smith Premier typewriters, Globe-Wernicke filing cabinets and book cases, loose leaf devices, general stationery, etc., have recently taken over the agency of the Dictaphone Company, the American Multigraph Sales Company and the General Acoustic Company. The General Acoustic Company, it is stated is sending its Honolulu agents a demonstrating Dictograph, which will be installed in the police station at Honolulu. Charles N. Marquez, manager of the Office Supply Company, Ltd., states that they have been doing a fine business with the Dictaphone, and that his company is entirely satisfied with the general condition of affairs in the Hawaiian Islands. Mr. Marquez states that he is gradually building up a big business in the territory.

Los Angeles, Cal.

H. O. Green is covering southern California territory representing the Duplicator Manufacturing Company, makers of the Commercial Duplicator. Mr. Green's office is in room 413 of the Story building, Sixth street and Broadway, Los Angeles.

Milwaukee, Wis.

Joseph H. Stace, proprietor of the House of Specialties, at 309 Merrill street, has sold out his business to J. A. Stone. This house handles many lines of goods. Mr Stace, it is said, had contracts with twenty manufacturers of office machinery and specialties, as their Milwaukee representative. All contracts, of course, have been taken over by the new management of the house. Mr. Stone was formerly associated with Mr. Stace in business. Mr. Stace sold out in order to devote his entire attention to another line of business in which he is interested.

San Diego, Cal.

Arrangements are being made in San Diego, Cal., whereby graduates of the Kelsey-Jenney Commercial College of that city will demonstrate the stenotype at the Panama-California exposition there next year. District Manager Arnold says the stenotype is rapidly gaining recognition in this section.

San Francisco, Cal.

The Stenotype Sales Company of Indianapolis, which maintains district headquarters on the second floor of the Underwood building, under the supervision of L. A. Arnold, is preparing for an extensive exhibit at the Panama-Pacific exposition next year. Space has been secured in the Liberal Arts building and about four demonstrators will be employed at the booth. The selection of the demonstrators will be competitive. Already students in various business colleges along the Coast, where instruction on the stenotype is given, are aspiring for the honors.

* * *

The talking machine department of Peter Bacigalupi & Son was discontinued during the month, but Mr. Bacigalupi, Sr., continues to represent the Edison dictating machine as heretofore.

* * *

The C. H. Jenkins Company shipped a large order of Meilink safes on the British steamer, Moana, which slipped out of this port last week en route to Australia.

San Francisco, Cal.

The northern California territory of the Duplicator Manufacturing Company, inclusive of the city of San Francisco, is now in charge of W. G. Traud, whose offices are in the Monadnock block, San Francisco.

Seattle, Wash.

In the August issue of Office Appliances we reported that E. J. Love, who formerly covered Washington, Oregon, Idaho and Montana for the Baker-Vawter Company, had taken charge of the Seattle branch of the Duplicator Manufacturing Company, makers of the Commercial Duplicator. Mr. Love has established offices in room 667 of the Empire building, Seattle, Wash.

FURNITURE NEWS

(By Special Correspondence.)

Atlanta, Ga.

The city of Atlanta, after considering all bids, decided to place the order for school desks for the Atlanta public schools with Fielder & Allen Company, Atlanta. This is quite a victory for Fielder & Allen Company, as this is a hard contested contract each year.

* * *

The eight vaults made by the York Safe & Lock Company and sold by Fielder & Allen Company, Atlanta, have been installed in the new Fulton County Court House. Two of these vaults are very massive, two more are ordinary bank vaults, and the other four are regular court house construction. This is one of the handsomest vault equipments ever installed in public buildings in the south.

* * *

The steel furniture equipment for the new fireproof court house, Atlanta, is now being installed by Fielder & Allen Company, Atlanta. It is of the Art Metal design, grain mahogany. This contract not only includes steel desks, tables and filing devices, but in many instances the counters and fixtures. The building is absolutely fireproof. This is one of the largest contracts for steel equipment ever taken by Fielder & Allen Company.

Chicago, Ill.

John Dornette, Jr., of John Dornette & Bros. Co., of Cincinnati, called on Office Appliances recently in the course of a trip to Chicago, Milwaukee, Minneapolis, St. Paul, Omaha and other points.

Evansville, Ind.

The Furniture Industry, an interesting monthly furniture journal of Evansville, publishes on the front cover page of a recent issue, a handsome illustration of the new Evansville Furniture Exchange building, where furniture exhibitions will be held in the future.

Macon, Ga.

The Palace theater at Macon, Ga., is fast being completed. This will be one of the handsomest moving picture houses in the south. The seats are being furnished by Fielder & Allen Company of Atlanta. The seating capacity will be around 1,000. The seats will be of mahogany, built up construction, spacious and comfortable.

New York, N. Y.

The Chamberlin Supply Company of New York has been incorporated. It will deal in filing cabinets, and has a capital of $10,000. W. H. and C. R. Chamberlin of 29 Cliff street are the incorporators.

Oakland, Cal.

The furniture for the offices in the new city hall of Oakland has arrived within the time limit set in the contract, which was let to the Rucker-Fuller Desk Company for something over $13,000. The furnishings comprised twenty-five carloads of tables, chairs, desks and other office appurtenances.

* * *

San Francisco, Cal.

Louis Burgoyne, the well known California representative of the Globe-Wernicke line, has given up that position to engage in business for himself, and his old territory has been added to that of George W. Skeels, the northwestern representative. Mr. Skeels left here early in August for a visit to the factory at Cincinnati.

* * *

The San Francisco establishment of the Yawman & Erbe Manufacturing Company has just received shipments of the new Y. & E. steel filing cabinets, which are being prominently featured.

Wabash, Ind.

The Wabash Cabinet Company reports that its Natural System of Indexing is meeting with decided success. A number of prominent stationers and office furniture people visited the factory of the company during last month and thoroughly investigated the new system.

Washington, D. C.

The new post office building at Washington is designed to be a model building of its kind and to represent in every detail the utmost in modern efficiency. In view of this fact it is only natural that the Shaw-Walker Company should feel a sense of satisfaction in knowing that over one hundred of its "Sectionet Desks" will be installed in the new structure.

This Adding Machine Roll

is made of good quality writing stock absolutely free from lint and breaks. It is just one from our complete stock of roll paper made to fit all makes of adding machines. These rolls are carried in two grades.

WE WIND OUR OWN PAPERS

which enables us to quote the lowest possible prices consistent with highest quality. We sell to the trade at exceedingly low prices, thus providing a liberal profit margin for the Dealer.

SPECIAL ROLLS

We supply rolls for all standard adding machines and supply special rolls for any machine manufactured. Let us know your wants. We will quote interesting prices.

Rockwell-Barnes Company

800 Munn Building, Chicago, Illinois

Write for Catalogs on Typewriter Paper—Letter Copying Books — Shorthand Note Books and Paper Fasteners

Erases Ink Quick
And Leaves Paper Smooth

An entirely new way. Norubber, acid or blades—its secret, flexible diamond brush in an adjustable aluminum and silver holder.

Indispensable to Typists, Bookkeepers, Bankers and all Users of Pen and Ink.

RUSH-E-RASER

Lightning Ink Eraser

Fully guaranteed. Will be sent postpaid for 50c and name of your stationer. Dealers and Side-Line Men Please Write. Elegant Display Sign in Gold and Silver for the Trade.

The RUSH ERASER CO., 820 S. A. and K. Bldg., Syracuse N. Y.

Multigraphs, Adding Machines, Office Devices at half price and less

Rebuilders of typewriters, adding machines, time clocks, dictaphones, duplicating machines. New and second hand office furniture and safes. We enjoy facilities which enable us to make ow prices. The goods are cheap in price only.

Write for price list today
It will save you money

Chicago Safe & Merchandise Co.
30 and 32 W. Lake St., Chicago

GOODRICH
Pure Rubber Bands

don't grow hard in stock and run greatest number to the pound.

They are reputation and trade builders.

The B. F. Goodrich Co.
Factories: Akron, Ohio
There is nothing in Goodrich Advertising that isn't in Goodrich Goods

Carry Your Selling Talk in This
"Handy Portfolio"

It is made of BEST selected Cowhide; stitched throughout with EXTRA strong linen thread, and will stand MOST SEVERE service.

The interior is fitted with large and small pockets, which affords ample space for all your material. Indispensable to the traveling man, broker, lawyer, insurance man, and all who carry important papers, catalogs, photographs, etc. Ask for catalog, giving complete description of THIS and OTHER Portfolios.

THE CLEVELAND LEATHER GOODS CO.
Manufacturers
120 Noble Court, Corner W. 2nd Street
CLEVELAND, OHIO, U. S. A.

Stimulate Your Desk Sales

STERLING DESKS

are being used for building up desk profits for many progressive office furniture dealers. The fact that we recently had to double our capacity shows the demand now existing for our product.

Whether you are satisfied with the amount of your office furniture sales or not, write us for catalogue. You cannot put before your customer any proposition more attractive than a Sterling Desk.

If you have not received your copy of our 1914 catalogue, write for it at once.

No. 56

STERLING DESK CO., Grand Rapids, Mich.

If it's Carbon Paper
We have it
OUR MOTTO
SERVICE
WRITE US

Standard Carbon & Ribbon Co., Inc.

New York City

This Trade Mark every box

CRANE LADIES' STATIONERY

Sold by All Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the Following Styles and Qualities:

SUPERFINE QUALITY.
In Light Blue Boxes, containing ½ ream of Note Paper each, and in separate Boxes ½ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY.
In Lavender Colored Boxes, containing ½ ream of Extra Fine Paper each; in like Boxes are Envelopes to match.

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Our Papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 225 Fifth Ave., New York, whose boxes bear the word "CRANE'S" containing our goods.

Z. & W. M. CRANE, DALTON, MASS.

We'll Refund Your Postage Stamp

and the cost of your letter-head and envelope, if you will invest two minutes of your time to investigate the possibilities for bigger profits from your rebuilt typewriter business.

The proposition is this: We'll mail for convenient use on your desk one of the novel spun-glass ink erasers which have recently become so popular. This is just to repay you for the cost of the postage stamp and stationery on which you request our **AUGUST STOCK LIST, No. 16-C,** offering unexcelled terms on typewriters thoroughly-rebuilt, second-hand, and in-the-rough.

The eraser and stock list are yours for the asking.

STOCK LIST No. 16-C will be a surprise to you.

TYPEWRITER EMPORIUM

34-36 West Lake Street **Chicago, Ill.**

(Established 1892)

Largest Independent Dealers in the World

LOOSE LEAF NEWS

(By Special Correspondence.)

Chicago, Ill.

Harry S. Jones, formerly of the Jones Improved Loose Leaf Company of Chicago, left early in September for Eustis, Fla., near which place he has some business interests. Mr. Jones will spend the winter in Florida and, having disposed of his interest in the loose leaf business, expects to devote his time to his affairs in Florida. It will be remembered that Eustis is the place where our old friend Tom Keyes resides, and Mr. Johnson anticipates much pleasure in being near so delightful a neighbor.

* * *

The Feldmann System Manufacturing Company, manufacturers of loose leaf devices, 1739 North Robey street, was incorporated July 14. William Feldmann is president; E. Feldmann, Jr., is vice-president, and Roy Feldmann is secretary and treasurer. The company was founded ten years ago and enjoys a prosperous business. They are working on a new catalogue which will be out later in the year.

Philadelphia, Pa.

The Manco Club of the William Mann Company is planning an outing for September 12 at the Rosedale Inn, Essington, Pa.

Poughkeepsie, N. Y.

Stationers are receiving the new catalogue of the Trussell Manufacturing Co. makers of "The Gilt Edge Line" of loose leaf devices. This catalogue describes the new K. P. memo books, Triple-ring memo books and other new numbers. Triple-ring memos are built on entirely new lines. The plates which carry the rings and the rings are of one solid piece of metal. The original shape of the metal of which the rings are made is oblong, and by means of a swagging operation they are made a beautiful oval giving a wide bearing contact on the sheets. This reduces the wear on the sheets to a minimum. The metal of which the rings are made is not hollow or U shape, but solid in form resembling a wedding ring.

The rings are perfectly round, giving full ring capacity in all ways and they are pretty as well as strong.

Particular attention is called to the compactness of Triple-ring Memos. Accurate measurements will prove that they have the thinnest of metals. The spring and back are extra strong and stiff, and the rings are closely fitted as in all of their books.

The Trussell Manufacturing Co. stands behind Triple-ring with the strongest possible guarantee in every way.

Memos are made in all styles of the company's bindings, also address books, diaries and pencil books, with Triple-ring metals, in addition to their regular lines of Twin-ring and Trussell.

"Twin-ring" and Trussell loose leaf price book metal parts are operated by means of a cam-lever, a most successful operating mechanism. The fulcrum of the cam-lever is so short that when the pressure of the finger is first applied the power is multiplied about ten to one. As the rings open and the resistance of the spring pressure is lessened, the fulcrum lengthens. Thus, great power is given where needed.

An application for a patent has been made on this improved operating mechanism.

San Francisco, Cal.

J. L. Upham, representing the Boorum & Pease Loose Leaf Company, has started on his northern trip after spending some time in this city.

* * *

A number of office supply men in San Francisco have received from George Wolcott, the Irving-Pitt representative, who is now in South America, cards describing his trip.

* * *

Dixon, Fish & Co. are making a special feature of the new I-P ledger for use with the Burroughs posting machine.

* * *

Payot, Stratford & Kerr have put in another big display of Kalamazoo loose leaf goods. The present exhibit is designed to bring out the fine points of loose leaf ledger construction. An additional feature is the Kalamazoo ledger for use with the Burroughs posting machine. The window displays made by this company in the last few months have attracted a lot of attention, and have been a most effective aid in increasing the sales of Kalamazoo goods.

* * *

W. D. McGillivray, coast representative of the Sam'l C. Tatum Company, has started on a trip over his territory after spending a few weeks in the San Francisco Bay district.

RIBBON & CARBON PAPER NEWS

(By Special Correspondence.)

Boston, Mass.

M. S. Workman, well known salesman of the Carter's Ink Company, has just finished a very profitable three months' trip through the South and has returned to the "Hub," in the vicinity of which he will probably enjoy his vacation.

* * *

H. D. Rogers, formerly well known to the stationery trade through his connection with the Manifold and Carbon Paper Co., New York, died August 4, at his home in Boston, aged 79 years. Mr. Rogers has lived in Boston since his retirement from active business six years ago.

Chicago, Ill.

Carl Marine has been added to the city sales organization at the Chicago branch of the Carter's Ink Company, 9-11 West Austin avenue. Mr. Marine will cover city territory for the Carter's Ink Company's line of typewriter ribbons and carbon paper.

Minneapolis, Minn.

The Buckeye Ribbon Carbon Co., of Cleveland, Ohio, is considering the advisability of establishing a branch office in Minneapolis, Minn.

New York, N. Y.

W. S. Stafford, head of S. S. Stafford, Inc., manufacturers of typewriter ribbons, carbon papers, inks, and adhesives, is believed to be safe at the present moment in Nice, France. A letter dated Nice, Aug. 4, was received by officials of the above company. It was mailed on U. S. S. Maine and tells of exciting events.

When war was declared Mr. Stafford, who in company with wife and mother was on an auto tour in Europe, happened to be in Vienna. By shrewdness and luck Mr. Stafford managed to get his expensive new Kissell car out of the city and made a dash for Italy, thence going to southern France. The party was in excellent health, but could not tell how they were going to get home.

Peter Siebel, doing business as the Manifold Ribbon & Carbon Company, at 23 Beekman street, has made an assignment to Morris Zwerling. Mr. Siebel began business in April, 1911.

Philadelphia, Pa.

Harry B. Levis, a stationery and typewriter supply dealer, owing to increasing business, has moved his establishment from the Builders' Exchange Building to more adequate quarters at 132 North Seventh street.

San Francisco, Cal.

Mr. Dalton was a recent visitor to the local trade in the interests of Mittag & Volger.

* * *

F. W. J. Henry, manager of the Pacific Coast Specialty Sales Company, which handles White-edge carbon paper and other supply lines, was away on vacation the last half of August.

Westfield, Mass.

Herbert M. Kingsbury, dealer in carbon paper and typewriter ribbons, filed a voluntary petition in bankruptcy last month. His debts amount to about $17,790, and his assets to $7,229.

TRADE OPPORTUNITIES.

No. 13552. American Goods of Various Kinds.—A report from an American consular officer in the Near East states that a local firm of general importers and commission merchants is open to do a general commission and agency business with any American manufacturers who may be desirous of placing their wares upon the local market.

* * *

No. 13586. Office Equipment and Supplies.—A firm in Switzerland, which makes a specialty of equipping and supplying modern offices, informs an American consular officer that it is ready to take the representation of first-class American manufacturers in office equipment and supplies. Heretofore the firm has been representing mostly German and Swiss manufacturers, whose products they handle. References are furnished.

LATE TYPEWRITER NEWS.

Galesburg, Ill.

The Chicago Typewriter Co., of Galesburg, Ill., is said to be negotiating for a plant location at Springfield, where it plans to locate its factory. A condition to the removal of the company is the subscription of $25,000 preferred stock in Springfield.

Newark, N. J.

The Wallace Portable Typewriter Co. has been incorporated, with headquarters at 17 Academy street, Newark, N. J., to manufacture typewriters, supplies, etc.; capital, $50,000; incorporators: George M. Judd, J. Quintus Cohen, James G. Wallace.

No. 5 Parcel Post Scale
50 Pound Capacity List Price $4.00
Weight Boxed 7 lbs.

New Pelouze U. S. Parcel Post Scale

CAPACITY 50 POUNDS

IT tells automatically and accurately ***in cents*** the cost of postage on parcels in the United States, according to ***zones.***

Made to conform with the new law effective January 1, 1914.

Handsomely finished. Large Enameled Dial in two colors.

Dealers supplied through principal jobbers.

PELOUZE MANUFACTURING CO.
232-242 E. Ohio Street
CHICAGO

HEYER QUALITY { WAX STENCILS / INKS / DUPLICATORS } **AT LOWER COST**

Stationers and Supply Men

As a specialist in wax stencil papers, inks, and duplicators, I can give you better quality and lower prices on these supplies. Make me prove with samples and terms that I am the logical man to supply your stock.

WAX STENCIL PAPER—absolutely uniform and of just the right strength and temper. The Western Union has on several occasions made over 3,000 impressions (all that were needed) from one sheet of Heyer's stencil paper.

INKS—all colors, clear, smoothly-flowing, fadeless, quick-drying. In 1 lb., 5 lb. and 10 lb. non-leakable cans.

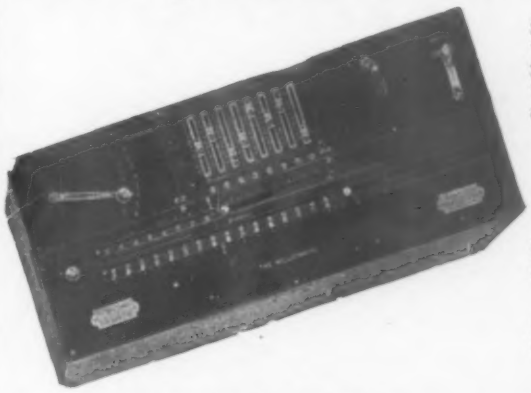
DUPLICATORS—all kinds, sizes and prices. My new Eureka Clay Composition has advantages possessed by no other duplicating medium. Is not affected by temperature. Outlasts gelatine 10 to 1.

All of these supplies are sold on a money-back guarantee that they are just what I represent them to be.

Send for samples (if ink, mention color) and terms for quantity orders.

T. A. HEYER, 116 North La Salle Street, CHICAGO, ILL.

Saving Brains for Better Work



is the mission of this efficient machine which performs untiringly and with unfailing accuracy all the calculations which four bookkeepers could do in the same time. The

"MILLIONAIRE" CALCULATOR

is veritably a thinking machine, and above all, is unfailingly accurate.

Let us demonstrate to you the above facts by allowing us to place a machine in your office for trial.

SEND FOR OUR BOOKLET NOW.

W. A. MORSCHHAUSER, 1 Madison Avenue, NEW YORK, N.Y.

Your Manufacturing Problems Simplified

¶ We will take your article, develop and improve it, design and make the tools and special machinery for its manufacture. We will produce it for you *in our factory*, or design and make a complete equipment of jigs, fixtures, dies, etc., for its production *in your own factory*.

¶ Our tool department is peopled by 300 expert designers and tool makers.

¶ Consult us regarding your proposition. Our advice will be valuable to you.

The Taft-Peirce Mfg. Co., Main Office and Works: **Woonsocket, R. I.**
NEW YORK, 165 Broadway DETROIT, 1311 Majestic Bldg.

Wagemaker COMPANY

Manufacturers

566 South Market Ave.

GRAND RAPIDS MICH., U. S. A.

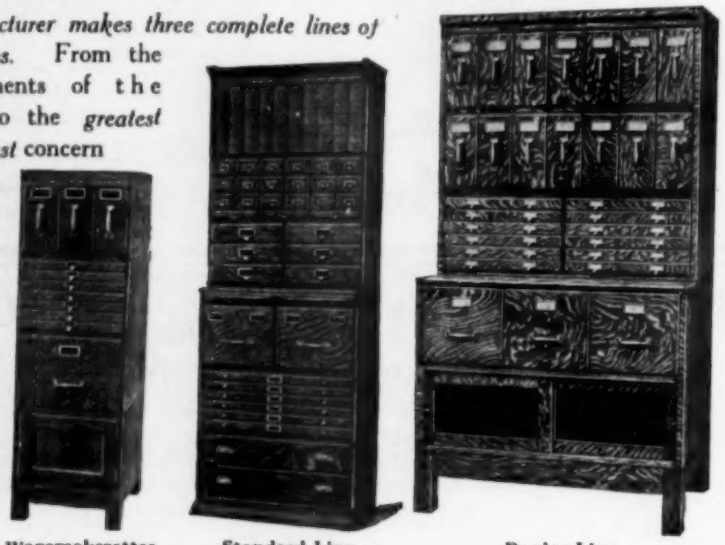
"Stands for Quality"

Complete Catalogue Sent on Request.

One of the *strongest* arguments in favor of the *Wagemaker* line of Filing Cabinets is, that it has *three* different widths of horizontal Sections, commonly known as the *Wide Line* 42", the *Standard Line* 31⅜" and the *Narrow Line* 17¾".

No other manufacturer makes three complete lines of horizontal sections. From the smallest requirements of the *individual* user to the *greatest* needs of the *largest* concern

Wagemaker horizontal sections meet *all* competition. A complete assortment of Filing Devices in each *Line*. Full of *practical* points of far more interest to the users than a comparison on the basis of price alone.



Wagemakerettes 17¾" wide Total 17 pieces — Standard Line 31⅜" wide Total 71 pieces — Duplex Line 42" wide Total 72 pieces

No. 195
36" long; 24" wide; 30" high

No. 195

The smallest typewriter desk in the market. Made in all finishes—to match woodwork of any office. Typewriter covered by door when not in use. Three drawers in left pedestal.

The most convenient Typewriter Desk on the market. Moon No. 458. Made 55" or 60" long; quartered oak, mahogany or plain oak.

No. 458 serves all the uses of two desks. Operator has use of desk and typewriter at right hand.

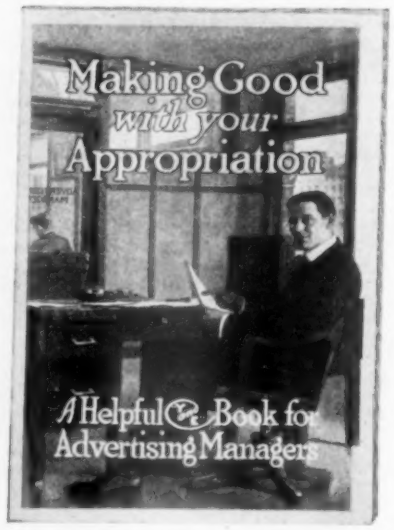
If not satisfied this is the best desk on the market, write for further particulars.

Moon No. 458

MOON DESK CO., MUSKEGON, MICHIGAN

Catalogues & Bulletins

The Perfection Index and File Company of Savannah, Ga., has issued a useful and handsome catalogue of Perfection Accounting and filing systems and devices. The catalogue fully describes the principles on which these devices are designed and gives copious diagrams and illustrations. Dealers should write for a copy of this instructive catalogue.



INTERESTING YAWMAN & ERBE BOOK.

The Kalamazoo Loose Leaf Binder Company has recently completed an addition to its sheet work department. In planning this building considerable attention was devoted to making this the ideal housing for this department. Large steel sash windows and huge skylights flood the rooms with abundant light at all times of the day. Proper ventilation has been arranged for and every means has been taken to give the employes the cleanest and most acceptable surroundings.

* * *

The Irving-Pitt Manufacturing Company is adding to its new catalogue some pages descriptive of the ledgers, sheets and indexes for use with the Burroughs ledger posting machine. This combination is very convenient and is described in another part of this issue.

COVER DESIGN OF CATALOGUE.

The Standard Bank Notes Company favors this magazine with a handsome lithographed card containing a calendar for August, September, October, November and December. This is a splendid example of fine lithographing. The company is located at Monroe and Wabash streets, Chicago.

The Polar Manufacturing Company has sent out to the trade some exceptionally handsome loose leaf catalogue sheets, some of which are in colors, describing their lines of desk and pocket system specialties, also their glass desk tops, glass pin trays, etc. Dealers should secure a copy of this company's catalogue with the additional sheets.

* * *

The Art Metal Construction Company of Jamestown, N. Y., has sent out another interesting folder showing vividly the fire resisting qualities of Art Metal files and other goods.

* * *

The Cleveland Leather Goods Company has issued in pocket form what they call "Portfolio," which is catalogue No. 17. This gives illustrations and descriptions of the company's many interesting and convenient leather products. This company manufactures portfolios of various different styles, catalogue cases, leather pocket cases, photograph portfolios, collectors' cases, bill folds, etc.

* * *

The Panama-Pacific Exposition is responsible for a most beautiful booklet recently issued, describing the various features of this wonderful event, representing many photographic reproductions of the scenes in and around the exposition ground; the beautiful buildings, the statuary, and other scenes which will delight the eye of exposition visitors. This book, we believe, is distributed by the Remington Typewriter Company.

* * *

The Addressograph Company of Chicago has issued a folder enclosing a mailing card, giving an interesting description of the Hand Graphotype and its use in the business office. This machine is well known to business houses having a large amount of addressing work to do. It embosses type on metal plates by an inexpensive process, forming an address almost as quickly as it can be written on paper with a typewriter.

* * *

The Hilton, Hart & Koehn Company of Detroit recently issued and sent to their customers a handsome illustrated folder giving complete information regarding the Browne-Morse line of desks, filing cabinets, chairs, tables, etc. This was a very attractive announcement which was generally distributed to the firm's customers.

* * *

Catalogue D. No. 1 of the U. S. Steel Furniture Company of Syracuse, N. Y., is the title of the new catalogue recently issued by the well known company. It contains a very complete illustrated description of the company's steel desks and tables. The catalogue opens with a frontispiece of the plant of the U. S. Steel Furniture Company. A few words on the subject of standardization of steel desks and tables are given; then the catalogue takes up the description of the several different items on which the company specializes, such as sanitary roll top and flat top steel desks, table and single pedestal, corporation desks, salesmen's desks, typewriter desks, bookkeepers' desks, office tables, vault tables, typewriter stands, steel security boxes, etc.

A Word with the House Organ

At the Toronto convention of the Associated Advertising Clubs of the World, a movement was put on foot to organize an house organ department of all associations. The secretary of this new department is Clifton D. Jackson of Mount Clemens, Mich. As described by W. H. Ingersoll of New York City, this new department is a committee of voluntary workers formed for the purpose of establishing a national organization of House Organs, to apply for membership in the Associated Advertising Clubs, and to become a Department of House Organs.

At the Toronto convention the following organization committee was appointed: Chas. H. Mackintosh, chairman organization committee, advertising manager Clyde Iron Works, Duluth, Minn.; Clifton D. Jackson, secretary and treasurer, secretary Business Men's Association, Mount Clemens, Mich.; George Walker, chairman House Organ Department, Multiplex Display Fixture Company, St. Louis, Mo.; Godfrey Darling of G. F. Stephens, Winnipeg, Canada; Frank G. Eastman, Packard Motor Car Company, Detroit, Mich.; Edwin N. Ferdon, Brown & Bigelow, St. Paul, Minn.; R. E. Gammel, The David Gibson Company, Cleveland, Ohio; C. R. Lippman, 37 East Twenty-eighth street, New York City; Fred W. Schill, Sherwin-Williams Company, Cleveland, Ohio; Brad Stephens, "Direct Advertising," Boston, Mass.; K. R. Townsend, Sherwin-Williams Company, Montreal, Canada; Edwin A. Walton, Timken-Detroit Axle Company, Detroit, Mich.; Henry D. Wilson, Cosmopolitan Magazine, New York City.

It is the desire of the new branch of the Associated Advertising Clubs to develop the membership of the House Organ Department so as to include a large portion of the editors of house organs throughout

POSTAMPER

A Time Saver—A Labor Saver—A Postage Stamp Saver

Responsibility in the handling of stamps can now be definitely placed.

Some Exclusive Features of the Postamper

Has two locks, one for the cashier and one for the operator.

When last stamp is affixed the plunger is automatically locked down.

A stamp must be severed before registration is possible.

A measured drop of water moistens the entire affixing surface.

Special arrangement of water chamber absolutely prevents leakage.

Cutting or mutilation of stamps is impossible.

Price (Delivered Postpaid Anywhere in the U. S.) $25

The Postamper is fully guaranteed for one year.

May be had on free trial for a week. This machine can stand the test

SALESMEN
Some exclusive territory is available for high grade men.

THE POSTAMPER COMPANY
3rd Floor, New York Life Building
CHICAGO

IMPERIAL DESKS

No. 555 Typewriter Desk

THE most popular low and medium priced line combining more high grade features in design and construction than any other line on the market.

A trial order will convince you—let us send you catalogue of full line with complete particulars.

IMPERIAL DESK CO. Evansville, Ind.

Export Office: 25 Whitehall Street, New York, N. Y.

DESKS THAT BUILD BUSINESS

Roll Tops Standing Desks
Flat Tops Typewriter Desks

CATALOG ON REQUEST

BENTLEY & GERWIG FURNITURE CO.
PARKERSBURG, W. VA.

BLICKENSDERFER Typewriters

Visible Writing
Light Action
Interchangeable Type
Back-Spacer

NEW No. 8 MODEL

Equipped with DECIMAL TABULATOR for which no charge is made

SEND FOR CATALOG THIRTY-TWO

The Blickensderfer Mfg. Co.
STAMFORD, CONN.

America in order that when they all go to the Chicago convention in 1915 everybody will understand that the House Organ Department is thoroughly organized and worthy of being given official recognition by the National Commission in the Associated Advertising Clubs. Application blanks for membership in the House Organ Department can be secured from any member of the above House Organ Organization Committee.

* * *

The Saturday Morning Post, the house organ of the Barrett Adding Machine Company for August 15, starts out with a brief article on success, by W. J. Peck, general sales manager. This little article is not a sermon but it is a plain statement of facts about the company. The sales manager says flatly that the selection of managers in the future as in the past will be made from the ranks of the salesmen and those who achieve the best records will have the best chances for managers' positions. Letters are presented from Boston and other points, and some interesting facts from the analysis department by C. F. Iszard, manager of that department. Problems are also given and payroll tables, etc.

* * *

Last month the Addressograph Company got out a Bankers' Special number of the Addressograph-er. The number contains a cartoon on the front page showing the disadvantages of hording money and the advantages of putting it in the bank. A number of interesting articles are given in this number, showing how banks make use of the Addressograph in their business. The leading editorial is on the subject of education, and it is a boost for the business of the bankers. An article on the use of the adding machine, loose leaf ledger and Addressograph in bank work, presents a very useful system which is mentioned elsewhere in this number of Office Appliances.

* * *

The August number of the Macey Monthly, published by the Macey Company of Grand Rapids, gives on the front page an interesting picture of Macey products exhibited by the New England Furniture & Carpet Company at the American Woman's Exposition at Minneapolis two months ago. The leading article is an interesting essay on the subject of wood finishing. This contains a great deal of information that the average person does not know about this interesting subject. A handsome photograph of Macey sectional bookcases used in a dry goods store is presented on the back page.

* * *

The August number of the Boorum & Pease "Standard" asserts in its leading editorial that business is good, and that the outlook for the stationery trade is very bright. A New England stationer tells in the leading article how he conducted an educational campaign among his customers. His campaign was successful and has practically made his business. We do not know who the New England stationer was who conducted this campaign but we know whom we would name if we had one guess. Announcements regarding Boorum & Perse loose leaf goods, ledger ruled stock sheets, etc., complete an interesting house organ.

The July number of the Underwood News is an unusually interesting little magazine. It discusses contests from a new angle; it tells how the stay-at-homes were running offices during the time the managers were attending the convention in New York. There is some good prosperity talk, the record of an exceptional sales performance and several other articles, together with some good illustrations—one of which, a Ft. Wayne window display, is shown on another page of this number of Office Appliances.

* * *

"Progressive Papers," published by the American Writing Paper Company of Holyoke, Mass., is an interesting contribution to the paper trade. It is devoted to suggestions on advertising, illustration, etc., with special reference, of course, to the use of the A. W. P. Company's papers. All of the suggestions are pertinent and wisely chosen.

* * *

"Demonstration" for August, the house organ of the L. C. Smith & Bros. Typewriter Company at Syracuse, presents a full page picture of the late Monroe Clayton Smith, whose death was announced in last month's number of Office Appliances. A sketch of Mr. Smith's life is also given and a number of quotations from the press in eulogy of his life.

* * *

The August number of The Chair Man, the house organ of the Murphy Chair Company of Detroit, presents on its front cover page in colors a harvest scene, symbolical of prosperity. The leading editorial is a strong boost for prosperous trade during the coming fall and winter. The magazine contains much other matter of interest to the furniture trade, and the whole center of the magazine is given to an article entitled "Prosperity and Plenty Sweep Over the Land." This article gives in facts and figures records of bank clearings and quotations from prominent financiers. Herbert N. Casson gives a talk on salesmanship which is short but pithy.

Digest of Foreign Press

FRANCE.

La Revue Dactylographique et Mecanique (Paris) August. A page and a half of this issue, which appeared before the present conditions arose, is given to a description of the plans for a typewriting contest of twenty-four hours, which as mentioned in previous issues of Office Appliances, had been planned by M. A. Navaree, editor of La Revue Dactylographique. Another page is devoted to the requirements for commercial secretaries who wish to take examinations. The second Belgian Office Appliances Exposition, which has of course been postponed, is made the subject of an article of one and a half pages. The Prague Business Show, described at length in the August issue of Office Appliances, is also described in this issue of La Revue Dactylographique. Other expositions which are touched upon are: The International Book and Graphic Arts Exposition at Leipsic, the Royal Society Exposition at Edinborough, and the Paris Business Show, concerning which so much had been said in these columns.

GERMANY.

Das Kontor (Berlin) August, 1914. In Europe Mercury has been used to represent the office appliances and kindred industries. The leading editorial of this number of Das Kontor, issued after the European difficulties had begun, is entitled "And Mercury Weeps." In this title alone there is a sermon which ought to sink deep into our own hearts and memories. Whenever and wherever Mars has his turn industry suffers. An article of great value is that entitled "Small Advertisements." This contribution tells the psychological and technical rules for getting the greatest possible results from advertisements in small spaces. There is another interesting article on the effect of the war on business.

* * *

Die Buero-Industrie (Berlin) July 29. The trade in Germany seems to feel that there are abuses of the privilege of taking office machines on trial. However, there have been found here in America methods of minimizing losses from this source and concerns which make a practice of imposing on those with whom they enter into business dealings soon find that it does not always pay.

A very interesting article is that on the place which the typewriter has made for itself in the business wrold. There is also a valuable contribution on tact in correspondence.

* * *

Buero-Bedarf Rundschau (Berlin) August 1. The Profitable Sale of Office Machines is the title of one of the important articles in this number. It is pointed out that in office machines one sells not only a machine but a system for saving time, improving methods, lightening labor, and increasing profits.

* * *

A Booklet from Iceland.

We have received from Iceland a most interesting booklet the title of which is Fra Islands Naeringsliv. The booklet is issued by Johnson & Kaaber, friends of Office Appliances in Reykjvik, Iceland. The pamphlet is illustrated with excellent half-tone pictures of Messrs. L. Kaaber and O. Johnson, the members of the firm. There are also pictures showing the offices and sample rooms of the firm, as well as the company's warehouse in Reykjavik.

Office Appliances takes pleasure in reprinting in part the contents of the booklet. The history may be of interest to Americans and others who apreciate a closer personal touch with the members of the fraternity in other lands.

Johnson & Kaaber, Reykjavik, are commission agents and merchants, the largest firm of its kind in Iceland. Mr. O. Johnson, who is thirty-three years old, when quite a boy entered business in Reykjavik. Later on for several years he held positions of trust with one of the leading Icelandic business houses, spending part of his time in Reykjavik and part in Leith, Scotland.

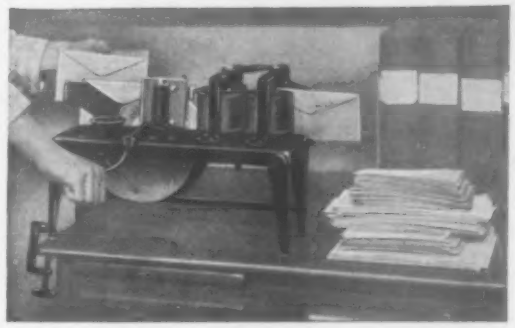
Mr. Ludvig Kaaber is thirty-five years old and received his first mercantile training with Danish provincial houses. Later on he passed through the University of Commerce in Copenhagen. Afterwards Mr. Kaaber held an important position with one of the oldest and largest firms in Iceland. This position he left four years later to go to Copenhagen where he took another important position with another Icelandic firm of high standing.

Messrs. Johnson & Kaaber having acquired great experience as business men both in Iceland and on the Continent, became more and more convinced that a well-managed commission and agency business in Iceland, with main offices in Reykjavik, would prove a success, especially when Iceland had attained telegraph communication with the surrounding world. Before the telegraph line was built, mostly all Icelandic business pased through the hands of commission agents located in Copenhagen or Leith, but telegraphic communication

INCREASE EFFICIENCY ★ ★ ★ REDUCE EXPENSE

SAUNDERS **Sealograph** TRADE MARK REGISTERED

King of Envelope Sealers — Built For Years of Service



No Trouble—No Repairs —No Expense

Years of continuous and satisfactory service, and competitive tests have proven the Sealograph far superior to any other sealer ever devised — consequently its adoption by leading concerns everywhere.

Write for FACTS and PROOF.

CHOOSE

DEALERS and AGENTS

Write for

SPECIAL FALL PROPOSITION

Including FREE TRIAL.

It will increase your business and add to your profits.

CONTINUOUS SERVICE and PERFECT SATISFACTION make the Sealograph INCOMPARABLE.

SEALOGRAPH CO.

521 Southwest Blvd , Kansas City, Mo.

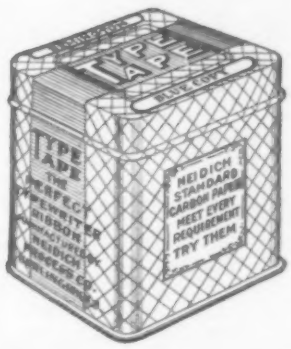
The "Irreducible Minimum" in Production Cost is the big factor placed to your advantage in—

NEIDICH PROCESS CARBONS and RIBBONS

Unique methods produce superior cleanliness, durability, depth of color, and "Absolute Permanency"—i. e., the finest qualities at the lowest prices.

Another factor:

Promptness!



Every *single ribbon* and *sheet of carbon* is backed by our Unreserved *Guarantee*.

You have nothing to lose!

Write us TODAY. We pledge you the attention YOUR CONFIDENCE commands.

Neidich Process Co.

Burlington, New Jersey

Are You Selling CARTER'S

Ideal Ribbons and Carbon Papers

"A bit better than the best of the rest"

Made of the best selected materials obtainable.

Every detail of manufacture closely watched, and the finished product exhaustively tested.

Result:—

Uniform satisfaction to users.
Increased profit to dealers.

THE CARTER'S INK CO., Boston New York Chicago

QUALITY BRAND

CUSPIDORS

APPEAL TO THOSE WHO WANT

THE BEST

Our new catalog will be mailed on request.

THE IRELAND & MATTHEWS MFG. CO., DETROIT

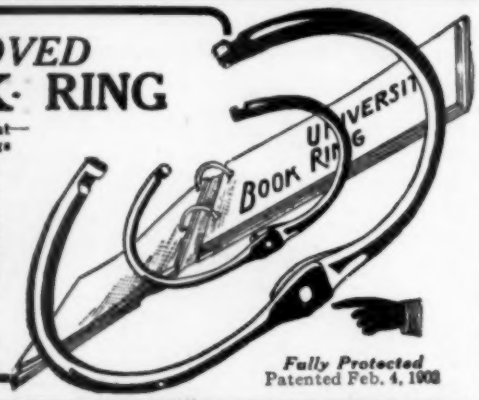
THE NEW IMPROVED

UNIVERSITY BOOK RING

The Ring with the Deep Locking Joint—A Feature Unknown to Other Rings

It meets every requirement for the temporary binding of student's and stenographer's note books, and various loose leaves. Simple, strong, and neat. Made in four sizes. No. 1, 1¼ inches diameter, light weight; No. 1, heavy weight, 1¼ inches; No. 2, 1¼ inches diameter, light weight; No. 2, 1¼ inches diameter, heavy weight. Unjointed ring, 1¼ inches diameter. *Write for particulars.*

Otto Kellner, Jr., 4028 State St., Chicago



Fully Protected
Patented Feb. 4, 1902

Either Agency or Price Protection Proposition

KEYSTONE CARBONS
AMITY RIBBONS
For All urposes
KEYSTONE CARBON PAPER MANUFACTURING CO

R. A. BECK, Gen'l Sales Agt., 727 S. Dearborn St., Chicago
New York, New Orleans, Los Angeles.

"SCHULTECHNIK"

The first journal devoted to scientific methods of typewriting with a view to its introduction into all schools.

Edited by HERMANN LEMKE.

SCHULTECHNIK-VERLAG
Storkow (Mark) Germany

opened new oportunities, which have proven even greater than anticipated.

From the beginning the firm was on the watch for connections only with sound and reputable firms. Johnson & Kaaber now represent a large number of first-class houses in Great Britain, Germany, the Scandinavian countries, Holland, and the United States. The firm handles not only articles which these countries import into Iceland but also the exports of Iceland, such as fish, wool, meat, skins, and eider-down.

The firm also does considerable business for its own account, always having had sufficient trading capital and does an insurance business representing first class marine, fire, and accident insurance companies.

Mr. Olafur Johnson is a consul of the Russian empire and Mr. Ludvig Kaaber is Royal Belgian consul. Both men have, furthermore, been elected members of the Chamber of Commerce.

A De Luxe Catalogue.

One of the most attractive foreign catalogues which has reached us recently is that issued by Rebora, Beuf & Co., Italian Underwood agents with offices in Genoa, Milan, and Turin. The catalogue has the title "Underwood Standard Addizionatrice" and describes the Underwood Standard Adding Machine line which is so well known on this side of the Atlantic. Typographically the catalogue is a model. Various models of the Underwood Standard Adding Machines are described by half-tones and text. The functions of the different models, their capacities, etc., are given at length and the last page of the catalogue contains an illustration of the extensive Underwood factories at Hartford, Conn. Rebora, Buef & Company and the Underwood Typewriter Company are to be congratulated upon this splendid production.

A Pamphlet in Shorthand.

M. A. Navarre, professor of the Association Philotechnique, president of the tSenographic Society of Paris, and editor of La Revue Dactylographique et Mecanique, made a trip in 1913 at the end of the Balkan war and covered the territory which was involved in the struggle. M. Navarre has written up his impressions on that trip and the result is a narrative of value both because of the personal and historic references which it contains. To make the stroy of still greater value to students of stenography in France, M. Navarre has written the narrative in shorthand and had it published in booklet form by the Stenographic Institute of France, 150 Boulevard Saint-Germain, Paris.

How interesting the text of this booklet is may be judgedl from some of the title translated herewith: The role of France in the Balkans, The Servians are a Nation of Mountaineers, The Richness of the Soil in Servia, A Visit to a Red Cross Field Hospital, Cholera in the Servian Camps, The Beautiful Albanian Race, The Constitution of Albania, etc. Altogether the booklet should prove most interesting and instructive to whomever may read it.

U. S. Trade Reports.

The Bureau of Foreign and Domestic Commerce maintains branch offices in six commercial centers, where business men may more readily avail themselves of the service of the Bureau. Reserved addresses in connection with "Foreign trade opportunities" and all lists of names offered in connection with articles published in Daily Consular and Trade Reports may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or from the nearest office by application in letter form. The list of offices follows: New York, Room 315, United States Customhouse; Chicago, 629 Federal building; Boston, Chamber of Commerce building; New Orleans, Association of Commerce building; San Francisco, 310 United States Customhouse; Atlanta, 224 Post Office building; Seattle, 1207 Alaska building.

No. 13544. Printing Machinery and Supplies.—A report from an American consul states that the managing director of a printing concern in his district intends to visit the United States to study the latest developments in printing. American manufacturers of up-to-date printing machinery and supplies should write this man at his American address.

The Value of Service.

Messrs. Neely & Peacock report that since the reorganization of their firm as Neely & Peacock, business has been better than at any time since the Neely & Peacock Company in 1907 made its first bow to the trade with the now famous Buckskin and Daisy brands of typewriter ribbons and carbon papers. As soon as it was discovered that Neely & Peacock were in a better position than ever to supply the trade, orders came pouring in. The company takes this means of thanking its friends for the continuance of mutually beneficial relationship and wishes to remind all of its friends that the Buckskin and Daisy brands are at their disposal under the old conditions of quality and service. These two factors are the organization's biggest items making for the success for manufacturer and dealer together. Dealers will find it profitable to get in touch with the proposition offered by Neely & Peacock, whose address is 508 South Dearborn street, Chicago, Ill.

PATENTS

A Record of Recent Office Devices Patents.

Copies of any one of these patents can be obtained by sending fifteen cents in stamps to E. G. Siggers, patent lawyer, Suite No. 30, N. U. Building, Washington, D. C., and mentioning Office Appliances.

1,104,763. Setting Gear for Calculating Machines. Wilhelm Augustin, Charlottenburg, Germany.

1,104,855. Temporary Binder or Loose Sheet Holder. George P. Wigginton, Kalamazoo, Mich., assignor to Kalamazoo Loose Leaf Binder Company, Kalamazoo, Mich.

1,104,856. Temporary Binder. George P. Wigginton, Kalamazoo, Mich., assignor to Kalamazoo Loose Leaf Binder Company, Kalamazoo, Mich.

1,104,861. Ink Font. Edwin E. Angell, Somerville, Mass.

1,104,967. Addressing Machine. Sandford C. Cox, Edison Park, Ill., assignor to Cox Multi-Mailer Company, Augusta, Me., a corporation of Maine.

1,105,002. Combined Ruler and Plotter. Edward Schmidt, El Paso, Texas.

1,105,012. Combined Writing Sheet and Envelope. Arthur W. Wright, Trinidad, and Phil H. Knowlton, Denver, Colo

1,105,025. Leaf Binding Clasp. Frank I. Ellick, Omaha, Nebr.

1,105,081. Typewriting Machine. Arvid Emanuel Karlberg and Marshall Bidwell Sargent, Owensboro, Ky., assignors to The Stenotype Company, Indianapolis, Ind.

1,105,082. Rewinding Mechanism for Typewriting Machines. Arvid Emanuel Karlberg and Marshall Bidwell Sargent, Owensboro, Ky., assignors to The Stenotype Company, Indianapolis, Ind.

1,105,161. Locking Mechanism for Loose Leaf Binders. Jacob Schaub, Logan, Utah, assignor by mesne assignments, to The Caxton Printers, Limited, Caldwell, Idaho, a corporation of Idaho.

1,105,170. Computing Mechanism. Walter Wright, San Francisco, Cal., assignor by mesne assignments to Underwood Computing Machine Company, a corporation of New York.

1,105,184. Typewriting Machine. Cornelius B. Corcoran, New York, N. Y., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,105,306. Card Index. Max A. Repelow, New York, N. Y.

1,105,322. Addressing Machine. Sandford C. Cox, Edison Park, Ill., assignor to Cox Multi-Mailer Company, Augusta, Me., a corporation of Maine.

1,105,323. Addressing Machine. Sandford C. Cox, Chicago, Ill., assignor to Cox Multi-Mailer Company, Augusta, Me., and New York, N. Y., a corporation of Maine.

1,105,396. Signaling Device for Calculating Machines. Bernhard Behr, Dresden, Germany.

1,105,431. Envelope and Like Fastener. Frederick Joseph Hodgson, London, England.

1,105,505. Cover for Blank Books. John W. Gearhart, Fresno, Cal.

1,105,507. Blank Book Cover. John W. Gearhart, Fresno, Cal.

1,105,543. Typewriting Machine Key and Type Bar Operating Mechanism. Jesse Alexander, New York, N. Y., assignor of one-half to Charles B. Nichols, New York, N. Y., and one-half to Oscar Eberling, Brooklyn, N. Y.

1,105,571. Manifolding Book. Bert C. Maxwell, Canton, Ohio, assignor to Julius Whiting, Jr., trustee, Canton, Ohio.

Re. 13,781. Printing Mechanism for Adding Machines. Jason C. Lotterhand, New York, N. Y., assignor to Addometer Corporation, Dover, Del., a corporation of Delaware.

1,105,657. Typewriting Machine. Edward B. Hess, Brooklyn, N. Y., assignor by mesne assignments, to Royal Typewriter Company, Inc., New York, N. Y., a corporation of New York.

1,105,785. Closure for Envelopes. George F. Hogan, Chicago, Ill.

1,105,835. Combined Pad Holder and Paper Weight. John Joseph Radley, New York, N. Y.

1,105,853. Paper Feed Device for Computing Machines, etc. Daniel W. Shiek, Chicago, Ill., assignor to Walter L. Milliken, Barnstable, Mass.

PINS

Insure Perfect Service
By Writing Direct to
CRESCENT BRASS & PIN CO.
DETROIT, MICHIGAN, U. S. A.
Bank Pins Cushion Pins Pyramid Pins

HIGGINS'
Drawing Inks, Blacks and Colors
Eternal Writing Ink
Engrossing Ink
Taurine Mucilage
Photo Mounter Paste
Drawing Board and Library Mucilage
Office Paste
Liquid Paste
Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.
Show Cards, Color Cards and Imprinted Matter Supplied to the Trade. Discounts and Trade Prices give good profits.
Consumers, emancipate yourselves from the use of corrosive and ill-smelling inks and adhesives and adopt the **Higgins' Inks and Adhesives.** They will be a revelation to you.
We protect the trade by referring all orders and inquiries thereto.

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives
Main Office and Factory, Brooklyn, N. Y., U. S. A. New York—Chicago—London

JUST TO REMIND YOU
of the fact that profit for you and permanent satisfaction for your customers lie in
Summit, Apex, and Cyclo Brands
OF
Typewriter Ribbons and Carbon Papers
and that we shall be glad to prove our contentions if you will but make the request. No live dealer ever fails to investigate a proposition which promises permanent profits. There is no reason, is there, why you should not write us immediately?
UNION RIBBON & CARBON COMPANY
Main Office and Factory: Front and Laurel Streets, PHILADELPHIA
Western Office: 417 South Dearborn Street, CHICAGO

THE REX CO.,
Established Dealers in Office Supplies and Agents for an American typewriter,
VIENNA, AUSTRIA,
are always ready to consider agency propositions from American manufacturers.

P. CASTELLI & CO.
Via Dante 4, Milan, Italy
with splendid offices and show rooms are open for exclusive agencies for Italy and Colonies in all new and practical office appliances. Best references.

The Mission of "Office Appliances"

MR. DEALER! It gives you a close touch with the entire market. ¶ It presents opportunities to add to your selling lines. ¶ It informs you of developments in the field. ¶ It helps you stock live sellers only. ¶ It adds to your ability to buy right—hence your profits. ¶ It inspires clerks and helps them increase earnings. ¶ It reports Committee Meetings, Conventions and important Business Shows.

MR. SALESMAN! It gives you the important news of your special field. ¶ It supplies hints and suggestions that help sell goods. ¶ It informs you of the other fellow's goods with which you must compete. ¶ It supplies selling talks, arguments, suggestions, ideas, that have helped to land the order. ¶ It strengthens your approach, your arguments, your ability. ¶ It creates added interest and enthusiasm. ¶ It helps overcome inertia, inspire confidence, make more sales.

MR. PURCHASING AGENT! It informs you of the new devices for the business office. ¶ It is a buyers' guide. ¶ It aids you to purchase in the best and cheapest markets. ¶ It informs you of new machines which are replacing older types, hence aids in the buying of up-to-date equipment only. ¶ It helps you keep your card records complete. ¶ It makes your job more profitable.

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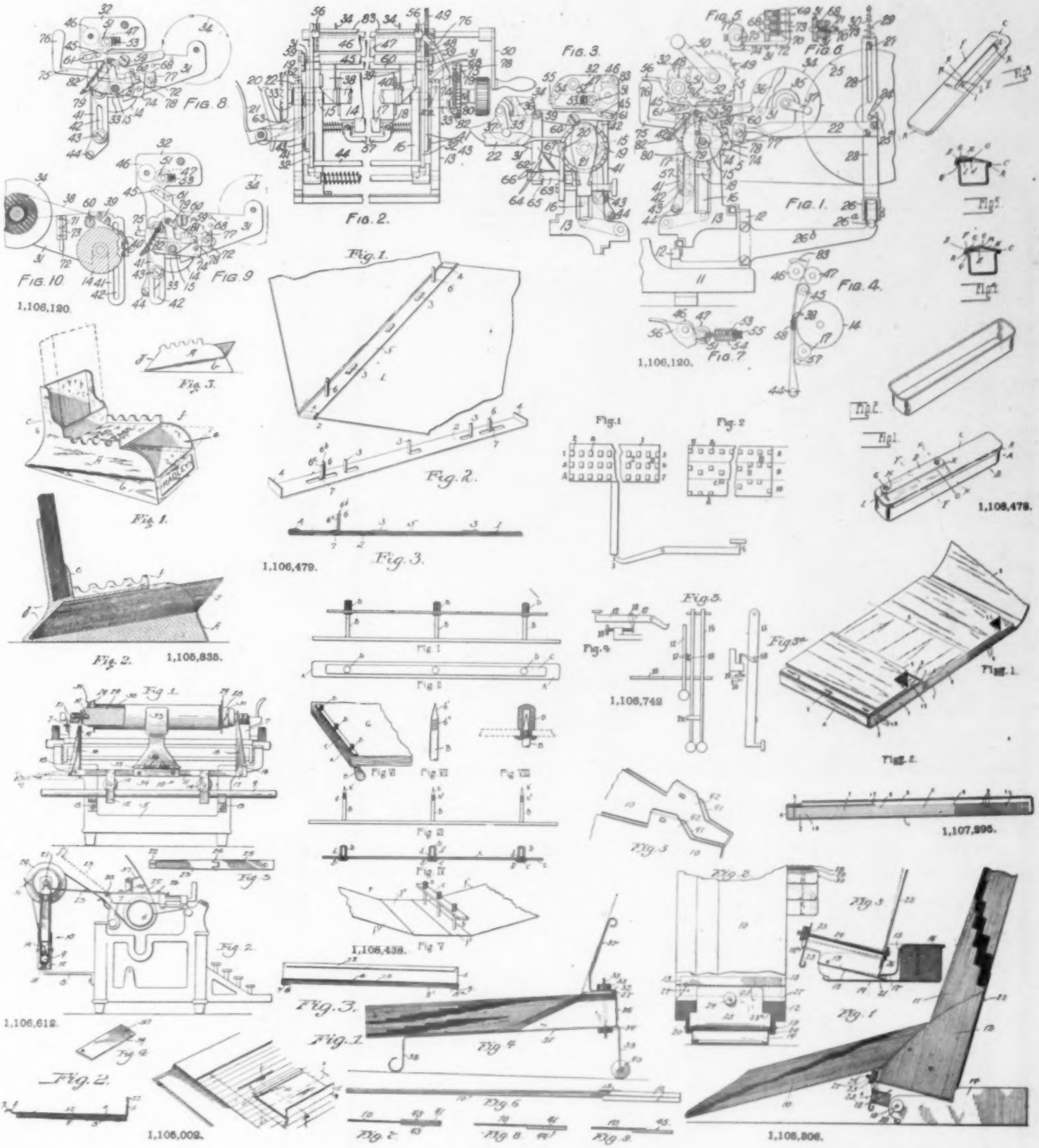

No. 1,105,002.—Combined ruler and blotter; patented July 28, 1914, by Edward Schmidt of El Paso, Tex.

No. 1,106,612.—Typewriter attachment to provide support for a roll of paper; patented August 11, 1914, by Arthur D. Avery, Los Angeles, Cal.

No. 1,106,742.—Typewriting machine combination with a back space key; of a shift lever provided with a detent adapted to engage said back space key; patented August 25, 1914, by Willem Johannes Giel, of the Hague, Netherlands.

No. 1,106,120.—Improvements in copying attachments for typewriters, particularly adapted for billing or invoicing; patented August 4, 1914, by Cecil J. Swaim, Montreal, Quebec, Canada.

No. 1,106,306.—Card Index, patented July 28, 1914, by Max A. Repelow of New York, N. Y.

No. 1,107,296.—Sales Book, patented August 18, 1914, by Walter Greig, Niagara Falls, N. Y., assignor to American Sales Book Company, Ltd., of Toronto, Canada.

No. 1,106,438.—Loose leaf binder; patented August 25, 1914, by Robert J. Hoppinger, Cleveland, Ohio.

No. 1,106,479.—Pencil sharpener, patented August 25, 1914, by John R. Searight, Detroit, Mich.

No. 1,106,479.—Loose leaf binder, patented August 11, 1914, by George A. Streett, Cleveland, Ohio.

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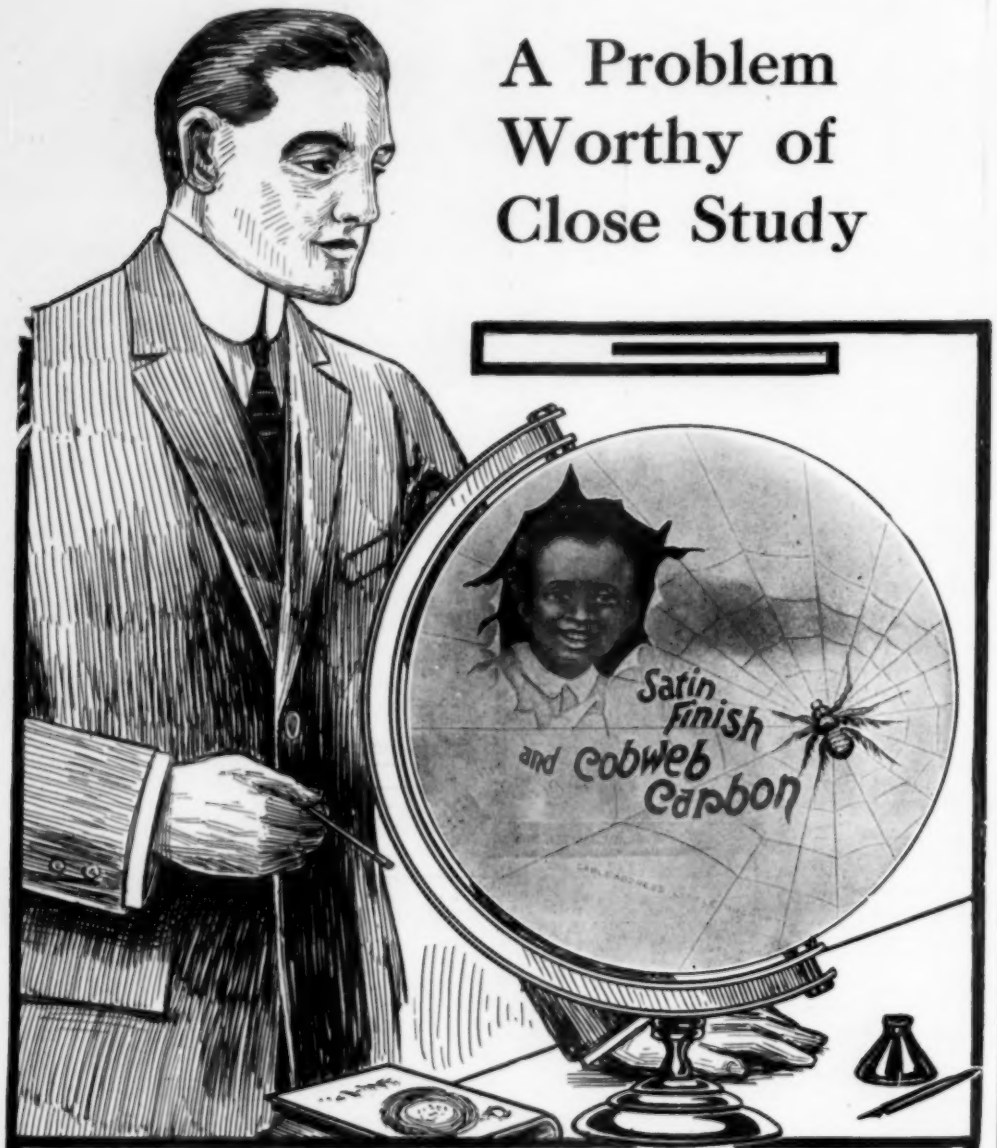

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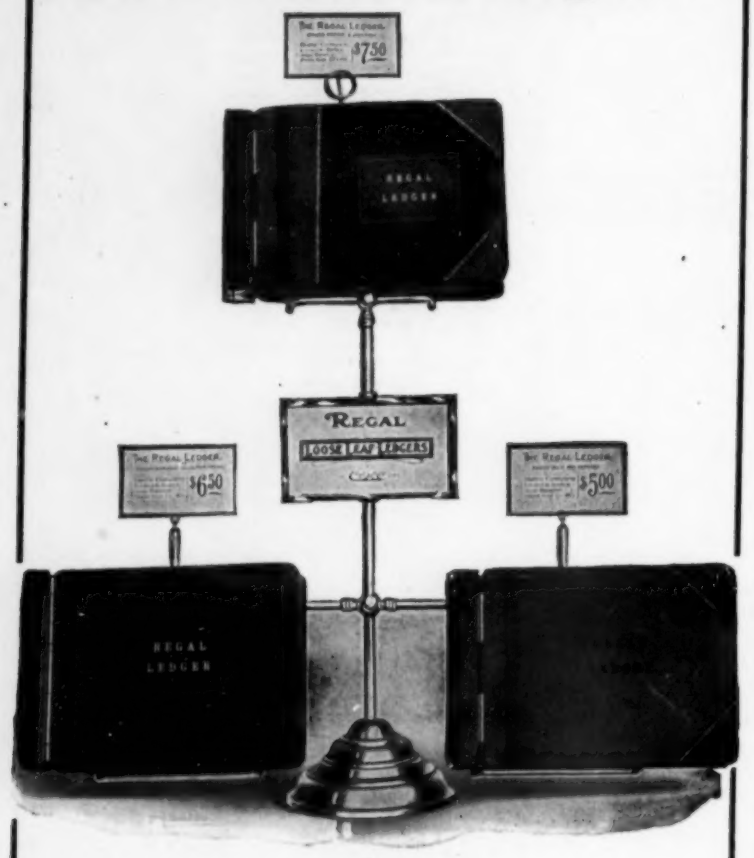

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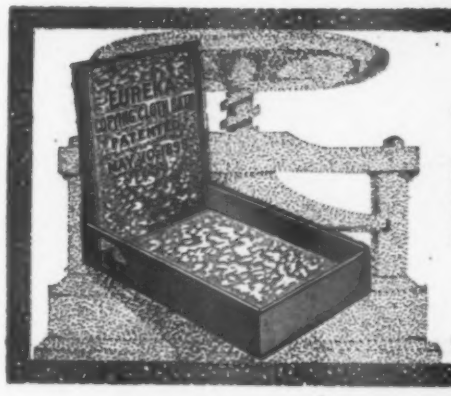
Let us tell you what we are doing towards raising the standard of good paper and printing, and how we can co-operate with you towards this end.

HAMPSHIRE PAPER COMPANY

We are the only Paper Makers in the World making Bond Paper Exclusively

SOUTH HADLEY FALLS MASSACHUSETTS

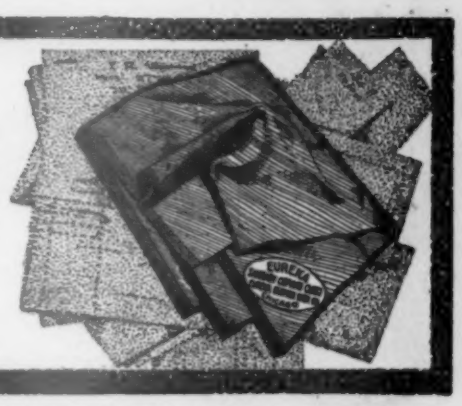


The Eureka Blotter Bath
and
The Eureka Sanitary Copying Cloth

constitute a perfect sanitary system of letter press copies. The impregnated stone composition bath affords an absolutely even distribution of moisture to the cloth, at the same time precluding bad oder, mustiness or mildew. The wire net in the composition makes the bath practically unbreakable. They are furnished in all sizes from correspondence to waybill.
The patent chemical surface cloth which we furnish with non-raveling edge, insures clean cut copies.

There are more Eureka baths in use than all others combined
Sold Exclusively Through Dealers
Write for the Eureka Booklet

THE EUREKA BLOTTER BATH CO.
6215-17-19 Wentworth Ave., CHICAGO, ILL., U. S. A.



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Fibre Board Card Index Trays

Imperial

No. 3115C
Equipped with metal follower block and combination label holder and handle.

No. 6119C
These trays are of unusually strong, heavy fibre board construction with reinforced ends covered with green marble-ized paper. Made in three sizes for cards: 3x5, 4x6, 5x8; also for invoice file, check file and deposit slip file.

Our New Sliding Cover Stationery Rack

No. 103
This is a strong fibre board rack equipped with a cover which slides in between the top of the rack and the envelope compartments. The cover does not waste valuable space as in the old style folder back cover, and it does not warp.

Write for particulars.

Imperial Methods Co

206 W. Monroe St.; Chicago, Illinois

WANTS

HELP WANTED.

EXCELLENT SITUATION OPEN FOR A capable repairman or combination repairman and salesman with typewriter exchange situated in a good town in the Middle West. A good opportunity for the right man. Address C-28, care Office Appliances, Chicago.

SALESMEN WANTED.

SALESMEN IN EVERY STATE, EXPERIenced in the sale of filing devices to consumers. On commission the finest and best selling line of filing cabinets, filing desks and attractive specialties. Write us stating experience, reference and territory desired and get complete details. The Automatic File & Index Company, Green Bay, Wisconsin.

PROMINENT CONCERN MANUFACTURING popular stationery articles wants a few good salesmen to cover the Eastern States on a commission basis. These goods can be used in every office and sold by all stationers. Excellent opportunity for good salesmen. Address B-29, care Office Appliances, Chicago.

WE WANT A REPRESENTATIVE, A HIGHclass man, to handle our patented office specialties. An exceptional opportunity for clean-cut men. If you want to make a reliable, permanent and profitable connection, write us today. The Universal Specialty Co., 118 East 28th street, New York City.

SALESMAN WANTED, SOLICITING ESTABlished trade on extensively advertised Laughlin non-leakable, self-filling fountain pen. Possibilities unlimited. Liberal commissions. An ideal side line. Laughlin Mfg. Company, Detroit, Mich.

YOUNG MAN WANTED AS STATIONERY salesman in thriving Illinois city. An excellent opportunity for a young man who has some knowledge of loose leaf. Address D-27, care Office Appliances, Chicago.

SALESMEN—FOR TWO MERITORIOUS OFfice appliances. Desirable line for salesmen calling on offices. Write for exclusive agency offer. Scofield Company, 152 Nassau Street, New York.

NEW ALUMINUM SHORT ACCOUNT CREDIT system. Best on market. Largest commissions. Complete line sales and order books, carbon sheet or carbonized. Wirth Salesbook Co., Chicago.

SITUATIONS WANTED.

AN ACTIVE AND CAPABLE SALESMAN with fifteen years' experience in the office specialty field is open for first-class connection. Has represented a few of the most prominent office appliance manufacturers in this field. For two years operated a large retail store. Can sell practically anything in the office appliance line from light stationery to adding machines and typewriters. Will go anywhere in this country or abroad. Can furnish first-class references and a record of successful work. Address X-20, care Office Appliances, Chicago.

CONNECTION WANTED BY MAN IN WASHington of thirty-five with ten years' experience as executive and salesmanager in the specialty lines. Has always been a leader and secured some of the largest contracts with the United States Government ever secured in his line. Willing to connect on either a salary or commission basis. Would not consider anything but a high grade line. All correspondence strictly confidential. Reference address P. O. Box 1317, Washington, D. C.

SITUATION WANTED BY AMERICAN AS representative of American manufacturers in South America or in the United States possessions in Pacific. Has had years of successful selling experience and can handle anything in the office appliance line. Address E-26, care Office Appliances, Chicago.

SPANIARD WITH BUSINESS EXPERIENCE in South America and mechanical experience in typewriters wishes position where he could use both languages in United States or Latin America. Address Garcia, 604 Summit Ave., Syracuse, N. Y.

EXCHANGE MECHANIC — TEN YEARS American Writing Machine, Underwood, Remington, Royal, Oliver. Strictly temperate, married, sales ability, good appearance. Address Efficiency, 419 S. Franklin, Muncie, Indiana.

BUSINESS OPPORTUNITIES.

PARTNER WANTED FOR NEW OFFICE supply business to be established in Chicago. Must be live wire, outside salesman and have at least $1,000 for investment. Must be conversant with every branch of the business and come well recommended. Address T-22, care Office Appliances, Chicago.

AGENTS WANTED.

WANTED—SALESMEN TO CARRY NEW patented article as side line. Something entirely new that every stationer will buy. Most liberal commission. Samples fit vest pocket. Monthly settlement. Correspondence confidential. Write today for full particulars. Address Dept. S, The Stanley Mfg. Co., Dayton, Ohio.

H. OHASHI & CO., 54 LEONARD STREET, New York, leading manufacturers, wish to secure good representation everywhere throughout the world for their typewriter ribbons, carbon paper and Japanese copying books, etc. Best and standard in these lines.

TYPEWRITER AND SPECIALTY SALESMEN —New device needed for years. See Ames & Filstead Co.'s advertisement, page 110, and description in text columns. No competition; sells practically in every instance on demonstration; generous commissions. Exceptional opportunity to secure exclusive territory for the biggest money maker in years. The Babcock-Gould Sales Company, 20 East Jackson Blvd., Chicago.

AGENTS AND DEALERS WANTED TO HANdle new device that means quick sales and a good profit. Not an experiment but a practical success. No heavy, bulky samples to carry. Every business office a prospect. Address J. S. P. Mfg. Company, Utica, N. Y.

WANTED — AGENTS AND DEALERS TO handle our new "Universal Duplicator." A good seller and big profits. Write Reeves Duplicator Company, 419 Park Bldg., Pittsburgh, Pa.

FOR SALE.

FOR SALE—ENVELOPE SEALER. PATENT rights, tools, jigs, dies and entire business, including agencies, customers, good will, etc. One of the most successful sealers on the market selling at $15. Owners have other interests and good reason for selling. Entire business for sale to the right party. Address C. Mihalovitch, 325 W. Third Street, Cincinnati, Ohio.

GUMMED LABELS — 3,000, $1.00. BRIGHT gold, silver, bronze gold, white, colored seals. Imported and domestic advertising specialties. 32-page catalog, 2 cents. MacTaggart, 1241 Arch, Philadelphia.

FOR SALE—ONLY TYPEWRITER EXchange in southern city of 200,000. Established ten years. Business reasons for selling. $1,500.00. "Snap," care Office Appliances, Chicago.

FOR SALE — TODD "PROTECTOGRAPH" check protectors. Late model $30 machines in fine condition. Price $12.50 each on approval. R. N. Payne, Marietta, Ohio.

AGENCIES WANTED.

I WANT TO REPRESENT SEVERAL STAtionery manufacturers in Chicago territory. Now have agency for a specialty which is exclusive in its line and will go well with any device to be sold through the trade. In a position to handle several lines. Well acquainted with stationery buyers in this territory. A. E. Hageman, 3656 Michigan Ave., Chicago.

A WELL ESTABLISHED NEW YORK CONcern wants the agency of some first class office appliance. Have well equipped office and capable salesmen who cover New York City thoroughly. Can do full justice to any high grade proposition. Address H-25, care Office Appliances, Chicago.

WANTED: *Exclusive Lines for District Representation*

A capable, energetic man with broad selling experience in office equipment lines and with wide knowledge of selling conditions in

Rochester N. Y. and Vicinity

wants to represent one or more high-class firms in that territory. Capable of organizing district force. Now holding responsible selling position with large office equipment corporation. Any good proposition considered.

Address "ROCHESTER"
CARE
Office Appliances, Chicago

When in use as a Clerical Desk the Typewriter is out of the way, yet accessible for use.

Two Desks in One

The clerical desk shown in the upper left hand corner of this advertisement and the typewriter desk in the upper right hand corner show the double service rendered by the

Notice that when used as a Typewriter Desk operation of machine does not interfere with articles on desk top.

The "CLEMCO" All Steel Mechanism.

"2 in 1 CLEMCO"

When using the "2 in 1 CLEMCO" you are never bothered by having a broken writing bed and when using the desk for clerical purposes, you can have the typewriter at hand for instant use, or in the pedestal; and in either case it will be entirely out of the way. When used as a typewriter desk, papers and other material on the desk are undisturbed. ¶ Notice the illustration of the

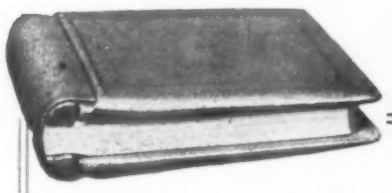
"CLEMCO" ALL STEEL MECHANISM

It is strong, rigid and is the best device for the purpose that is made. **LOCKS AND UNLOCKS AUTOMATICALLY.** ¶ If you have not received a copy of the "CLEMCO" catalog you are at a disadvantage. We will send you one immediately on receipt of your request.

A CLEMCO DESK
THE CLEMETSEN CO
CHICAGO, U.S.A.

Trade-Mark.

THE CLEMETSEN COMPANY, 2608 Flournoy Street, Chicago, U. S. A.



"Kalamazoo" customers always "come back"

Our oldest customers are our best customers. The longer a concern uses Kalamazoo equipment the harder it is for our competitors to break in. Kalamazoo equipment "grows" on a business man. Bookkeepers who have become used to the simple, easily operated Kalamazoo devices dislike to change to any other system. And the boss who foots the bills—notes with satisfaction that he buys **less** Kalamazoo equipment—because what he does buy **lasts longer.**

Kalamazoo
Loose Leaf Devices

Equipment that cuts Accounting Costs

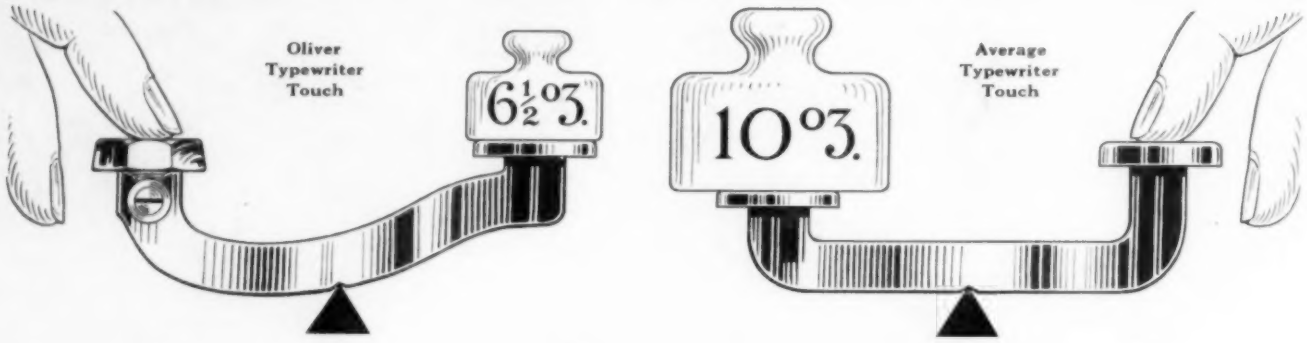
—not only because Kalamazoo equipment is longer lived (a Kalamazoo binder will endure years of the hardest kind of usage)—but also because Kalamazoo equipment is simpler, swifter in operation. It eliminates the thousands of waste motions that pile up the hours and expense. The Auto-Step index locates accounts in 10% to 60% of the time usually required.

The **Kalamazoo rapid opening device** enables the bookkeeper to make insertions and removals in a fraction of the usual time—without hunting and fumbling around for a key. The **Kalamazoo binder** provides instantly for any number of sheets, from one to one thousand, the flexible leather back telescoping to any desired size. And the **Kalamazoo** opens perfectly **flat.** Moreover, we furnish, through our staff of experts, a free advisory service. Wherever needed we devise special forms, assuring you a simple and perfectly co-ordinated accounting system. Ask, on your business stationery, for full particulars concerning this service.

Kalamazoo Loose Leaf Binder Co.

Sales Offices in All of the Principal Cities.

Kalamazoo, Michigan



5 Tons Less Typewriter Touch!

—Every Day the Silent Seven Oliver Saves This Load

Freedom from mountains of needless labor for a world of typewriter users. Thousands have gained it. And you can, too. For we give you the most conclusive lesson that typewriter science has revealed. Here are the settled facts—if you find them incredible make this test yourself:

Touch by Weight

All important makes of typewriters are tested in our laboratories. Standard ounces are placed on the keys till sufficient to make the type print.

These tests prove the *average* machine demands *ten* ounces of pressure from the operator's finger.

Yet the Silent Seven Oliver writes when pressure on the type keys is 6½ ounces.

5 Tons Less a Day

Thus the Oliver at every stroke eases your load by 3½ ounces. In a single day's writing this saving is multiplied 50,000 times. Hence the amazing sum of 175,000 ounces — over 10,000 pounds—*five tons* of human energy saved by the Oliver per day.

Sometimes this runs a little less—often it is more; so we give you the average in a series of easy tests.

Win With the Oliver

Not since we first gave visible writing to the world has the labor of thousands been lightened so.

Then we ended all carriage lifting. Now every day we save each typist a 5-ton load. Every day the Oliver operators work in winning trim till the clock says quit. Then go home fresh—with a big day's work all done. And the top-notch pay checks go to these clear-brained experts. More work and less fatigue will win for you, too.

The OLIVER 7
Typewriter No.

The Standard Visible Writer

The Silent Seven

A benefaction to all mankind—this new model Oliver. Visible reading, visible writing, universal key-board arrangement, with fewest keys of any typewriter. All epoch-making triumphs. And our cushioned key-board, anchor keys and automatic spacer, too. A score of improvements and refinements that raise this typewriter to the pinnacle of attainment.

Pay 17c a Day

The price of the Silent Seven Oliver has not been increased a dollar. Yet we give you by careful estimate *25 per cent more value.* And we let you buy on our popular purchase plan —17c a day. Scarcely more than typewriter rent.

Typewriter Book Free

Let us send you a copy, fresh from the press—a priceless book to any man or woman who will use or ever own a typewriter.

It fully pictures and describes the new Silent Seven Oliver; it coaches you on points that others dare not give. It shows how the novice can start and write at once, without schooling, without skill.

Send to us now—a postal brings this book free by return mail, postpaid.

Choice Openings Now for Local Oliver Agents — APPLY TODAY

You, too, can earn a handsome income as exclusive agent for the new Silent Seven Oliver in your community. Over 15,000 hustlers are making good money this way. No experience is necessary. For we train you at home—FREE—through the Oliver School of Practical Salesmanship.

Often we furnish the names of prospectiv buyers to our local agents. Often our traveling salesmen help you close sales. But you get the profit from every typewriter sold in your territory.

Ask for our special terms on sample typewriter to agents who are in earnest. Write us today—make your application before your territory is assigned. You assume no obligation, and Opportunity Book comes postpaid by return mail—FREE.

The Oliver Typewriter Company, 93 Oliver Typewriter Bldg., Chicago

(441)